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"CONCRETE FOR GRAIN BINS AND ELEVATORS" IN THIS ISSUE



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A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY
Mitchell Brothers Publishing Co.

VOL. XXXIII.

CHICAGO, ILLINOIS, APRIL 15, 1915.

No. 10.

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That the best way to get what you want, and get it promptly, is to send your orders to people who have had experience in the business and who carry a stock of goods always ready for quick shipment? We have been in the Elevator and Mill Furnishing business over twenty-five years and feel that we know something about it. We carry in stock a complete line of supplies, including Testing Sieves, Transmission Rope, Belting, Steel Split Pulleys in sizes up to 54-inch, Elevator Buckets, Conveyor Chain Belting, Sprockets, Lace Leather, Scoops, Shafting, Collars, Bearings, etc., etc. Send us your orders. We will satisfy you.

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Northwestern Agents for The Great Western Mfg. Co., Richardson Automatic Scales, Invaluable Cleaners, Knickerbocker Dust Collectors

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MOHAWK
ELEVATOR BELTING
of your Contractor or Dealer

Manufactured by

The Gutta Percha & Rubber Mfg. Co.
301 West Randolph St., Chicago, Ills.

Consign your Grain and Field Seeds to

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Covers all markets. Ask for the weekly or daily issue. Has the largest circulation of any grain literature. 1915 wheat and provision circulars on request. Investment inquiries in wheat, corn, oats, provisions, cotton securities, cotton oil, answered by mail or wire. Estab. 23 years. E. W. WAGNER & CO., 208 So. La Salle St., Chicago.

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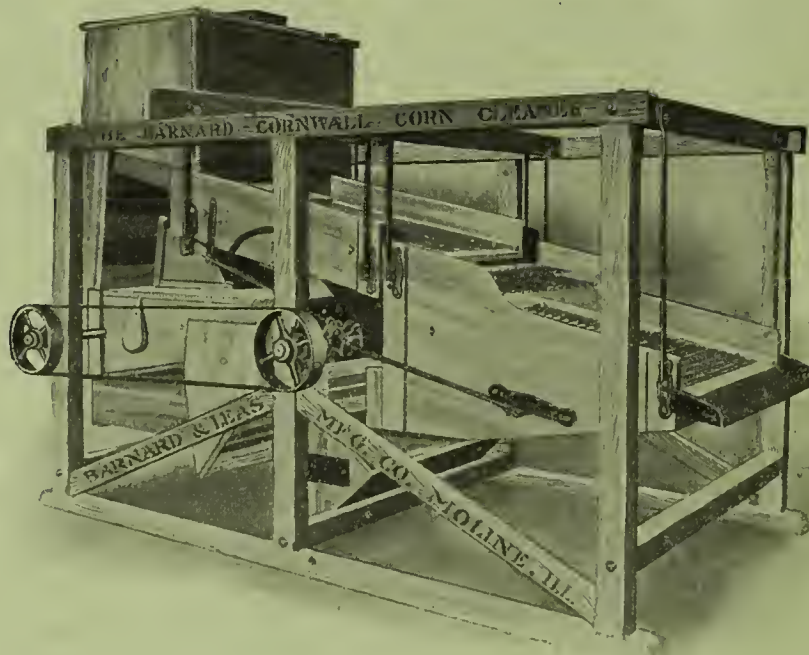
The Barnard-Cornwall Corn Cleaner

Is practically two machines in one—a corn cleaner and a receiving separator, according to the kind of sieves used.

Will clean wheat, oats and other grain as well as corn.

It has a double row of steel rods for separating the corn from the cobs and husks. Is equipped with our patent finger sieve which cannot clog. Has counterbalanced shaker, two air separations and the latest style feeder.

*The First
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Sieve
Corn Cleaners*



*Always
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in Capacity,
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and Durability*



The Victor Corn Sheller

Is known wherever corn is grown as the standard sheller. It shells corn economically, efficiently and easily.

Has spiral conveyor feed and is adjustable while running.

Install these machines and be ready for the new crop.

BARNARD & LEAS MFG. CO.

MILL BUILDERS AND

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ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.

COMPLETE ELEVATOR EQUIPMENT SHELLERS AND CLEANERS INCLUDED IN

THE **WESTERN** LINE

'ROUND, 'ROUND AND 'ROUND SHE GOES AND UP SHOWS SPRING IMPROVEMENTS

Yes, the busy Winter season is over and the season for improvements now here. Last year's crop was a record breaker surely a salvation for this country and now more acreage is assured and still a bigger crop predicted for the coming season, a boon to the grain trade.

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We offer you the above listed equipment with the WESTERN GUARANTEE OF EFFICIENCY to which is added our WESTERN SERVICE, which assures careful attention and prompt shipments of all orders whether large or small. Give us a trial.

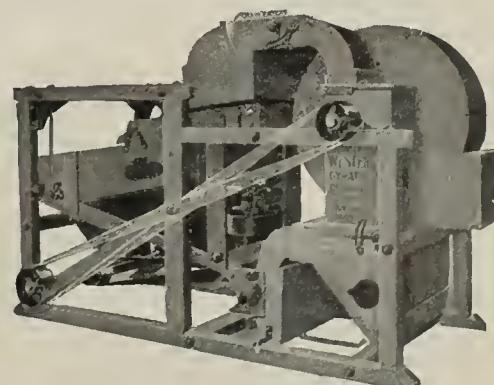
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"Western" Warehouse Combined Sheller



"Western" Regular Warehouse Sheller

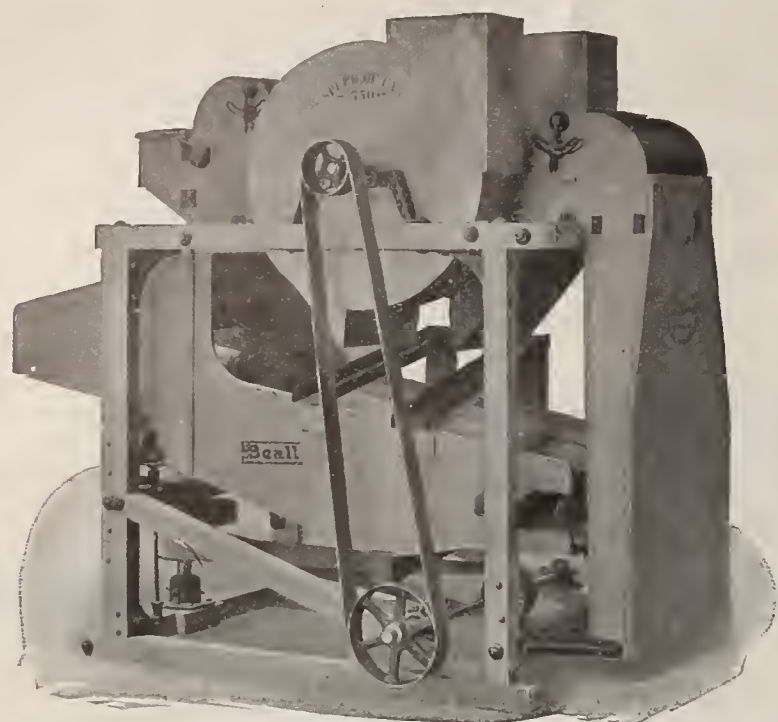


"Western" Gyrating Cleaner

UNION IRON WORKS

DECATUR ILLINOIS U.S.A.

Complete line of Shellers and Cleaners kept at 1221-23 Union Ave. Kansas City, Mo.



Built in Ten Sizes

"The best wheat cleaner I ever saw. It is always ready to go when we want it to."

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Gentlemen:

The No. 5 Rotating Separator which was purchased from you is the best wheat cleaner I ever saw. We have not had any corn or oats to clean as yet. It is always ready to go when we want it to."

Yours truly,

KASER CO-OPERATIVE CO.

By A. J. Hildebrand, Mgr.

Grain cleaned with a

Beall
THE MARK OF QUALITY

New Rotating Warehouse and Elevator Separator

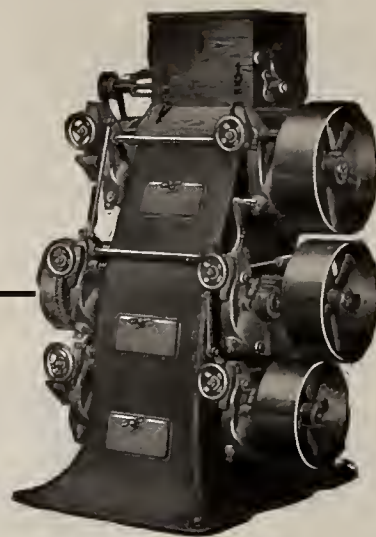
raises its grade making it comply in every respect with the Federal grain grades.

The new Beall is extremely simple in design, built very strong, is thoroughly braced, and will not rack. It embodies all the best features found in separators of other makes, and to these we have added the following pronounced features:

- 1st. It has a rotating motion, slow speed and perfect balance.
- 2nd. It has two fans working independent of each other.
- 3rd. The main screens are large and are guaranteed to handle the capacity represented, which is large for the amount of floor space.
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- 5th. A small amount of horse power is required for operating.

IMPORTANT We want every grain elevator operator to write us his cleaning and grading troubles. Also write for further comments on the wonderful work of the Beall Separator. Every Beall operator is a Beall booster.

The Beall Improvements Co., Inc.
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N. & M. Three Pair High Roller

You need this sturdy, capable general purpose mill

For grinding feed, table corn meal, pearl meal, linseed, etc., you can use this mill with great profit. This mill is built by men who know milling conditions, for those who want the best in milling equipment.

N. & M. Co. Three Pair High Mill

It has the characteristic N. & M. Co. rugged strength combined with flexibility of operation necessary to handle widely different stocks. Will grind extremely fine, medium or coarse, just as you wish.

Solid one piece cast frame—doors for examining stock beneath each pair of rolls—Ansonia rolls with our easy running, long wearing, collar oiling bearings—one lever simultaneously spreads or closes all three pairs of rolls—any pair of rolls may be removed without disturbing the others—furnished with either belt or gear drive on slow side.

See book on Mills, No. 1290 for details.
If you haven't got it we will send it on request.

Everything
for the
Modern
Mill

**Nordyke
& Marmon Co.**
INDIANAPOLIS, IND.

Ask for
Catalogs
on any
Equipment
you need

Established 1851

America's Leading Mill Builders





Quebec Harbor Com. Elevator
Quebec, Canada
Drying Capacity--1000 Bu.
per Hour



Pennsylvania Ry. Elevator
Girard Point, Philadelphia, Pa.
Drying Capacity--3000 Bu. per Hour



Lehigh Valley Ry. Elevator
Jersey City, N. J.
Drying Capacity--1000 Bu. per Hour

→ Proof ← of Morris Efficiency

A glance at the grain elevators listed and illustrated herewith which are equipped with Morris Driers give **evidence** and **proof** of the **superiority** and **efficiency** of the

Morris Drier and Cooler

over other makes of driers on the market today.

A thorough investigation by the operators of these costly and up-to-date elevators proved that with a Morris Drier the following results are assured:

- 1st. Every particle of grain is submitted to the same amount and degree of heat.
- 2nd. The grain retains its natural color and brightness and is not crinkled up and parched.
- 3rd. The grain does not become brittle and does not break up.
- 4th. Salvage grain containing a large amount of moisture is dried quicker and left in better condition than by any other make of drier.
- 5th. Only drier that will successfully dry flax.
- 6th. Only drier that can be used to condition grain coming from a purifier.
- 7th. Cost of operation of a Morris Drier is less than any other.

These are strong statements but they are borne out by facts.

The Morris Drier is designed on scientific principles, is built in all sizes and can be designed for special conditions.

Write us for prices and further information.

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Rialto Elevator Co., Milwaukee.
Nye-Schneider-Fowler Co., Fremont, Neb.
Fagg & Taylor, Milwaukee, Wis.
G. C. Connard & Co., Elwin, Ill.

Milwaukee Elevator Co., Milwaukee.
Grimes & Strittmatter Co., Lucasville, Ohio.
Western Maryland Terminal Ry., Baltimore, Md.
Donahue-Stratton Co., Milwaukee, Wis.
Brooks Elevator Co., Minneapolis, Minn.

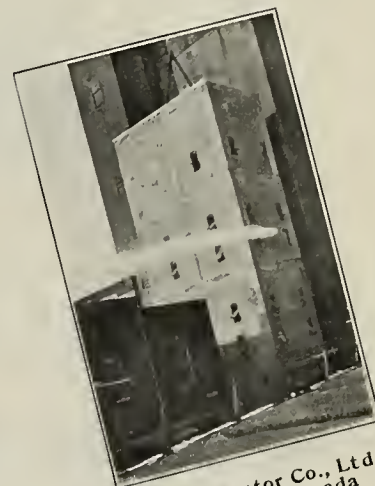
Manufactured in the United States by

THE STRONG-SCOTT MFG. CO. Minneapolis, Minn.

Manufactured in Canada by **THE STRONG-SCOTT MFG. CO., LTD.** WINNIPEG, CANADA



Davidson & Smith Elev.
Port Arthur, Canada
Drying Capacity--500 Bu.
per Hour



Empire Elevator Co., Ltd.
Port Arthur, Canada
Drying Capacity--1000
Bu. per Hour



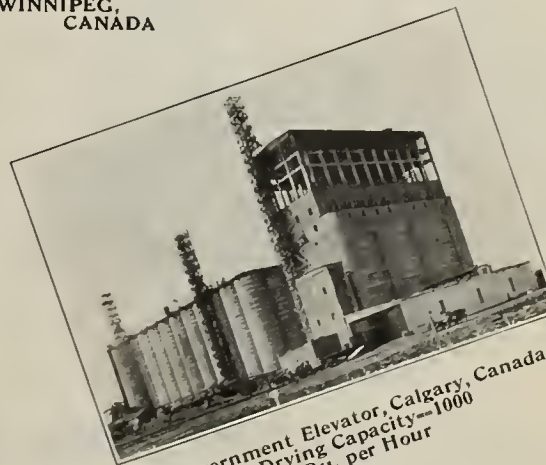
Twin City Trad'g Co. Elev.
Minneapolis, Minn.
Drying Capacity--750
Bu. per Hour



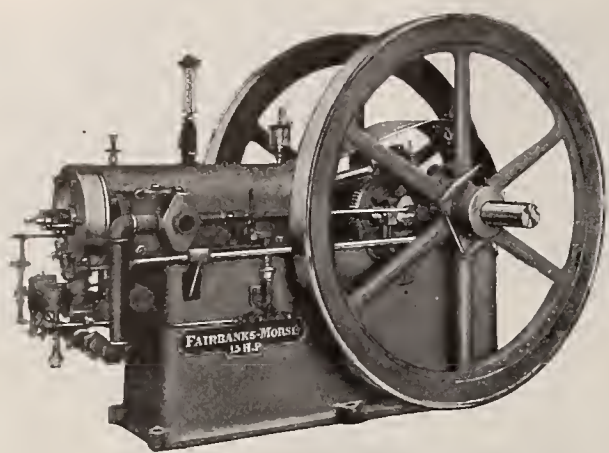
Government Elevator. Moose Jaw, Canada
Drying Capacity--1000 Bu.
per Hour



Government Elevator
Saskatoon, Canada
Drying Capacity--1000 Bu. per Hour



Government Elevator, Calgary, Canada
Drying Capacity--1000
Bu. per Hour



A Quick-Start Oil Engine

in your elevator cuts out delays in unloading—and increases your patronage by saving time for the farmer. The Fairbanks-Morse Oil Engine starts at a few seconds' notice—reduces operating costs because it runs reliably on low-priced oils.

Ask for details.

Fairbanks, Morse & Co.

Chicago

New York
Omaha

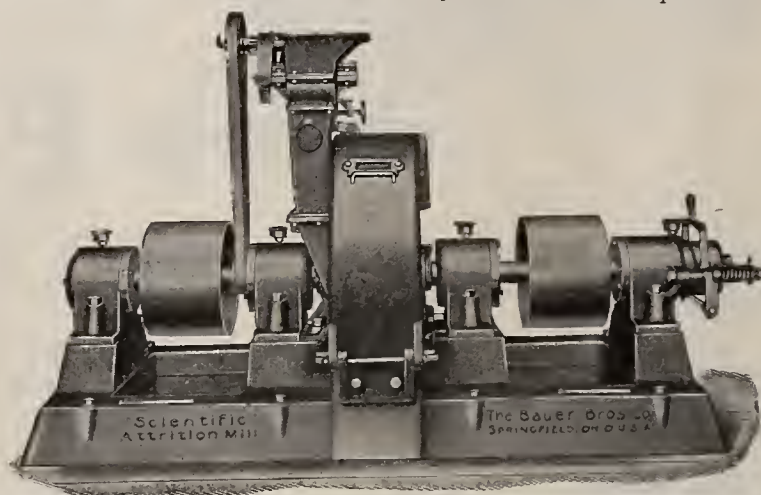
St. Louis
St. Paul

Kansas City

(544-29A)

AN EXCLUSIVE "SCIENTIFIC" BALL BEARING ATTRITION MILL

Not an ordinary mill into which have been placed ball bearings, but a machine especially designed on a correct principle. It is built in our model factory by the most experienced designers and skilled mechanics from the very best material procurable.



A "SCIENTIFIC" Ball Bearing Attrition Mill in grain elevator or mill is a dividend producing investment. No matter what feed mill you have in mind buying, you should get our BULLETIN F. It contains much valuable information on "Scientific" Feed Milling. Write for it today.

THE BAUER BROS. CO.

SPRINGFIELD, OHIO

(Formerly The Foos Mfg. Co.)



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Elevator
was made
Lightning
Proof
for
\$110.00

Cost of Building . . . \$18,000.00
Value of Contents . . . 95,000.00
Total at Risk . . \$113,000.00

Forty-two per cent of elevator fires are caused by lightning. One and one-half per cent by dust explosions. Extensive investigations have been made for the prevention of dust explosions, what about the greater danger and loss by lightning?

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The **AJAX SYSTEM** of lightning protection is installed by our own expert workmen under the inspection and approval of the National Board of Fire Underwriters.

The season for electrical storms is near. Get the needed protection for your property and business.

Let us figure with you. *Write us today.*

AJAX LIGHTNING CONDUCTOR CO.

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OF CHICAGO

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Surplus . . . 5,000,000.00
Undivided Profits . . 1,500,000.00

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Accounts of grain elevator operators and commission men throughout the country respectfully solicited

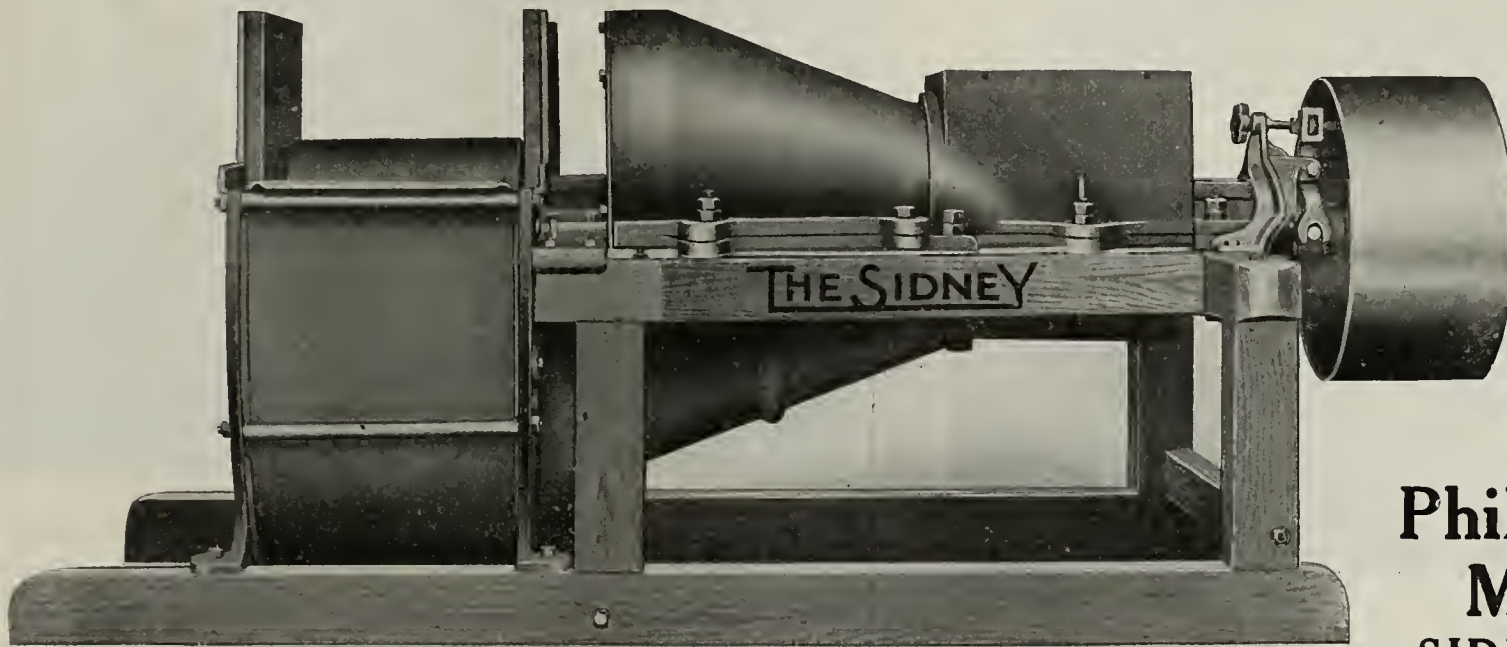
"The Best and Simplest Sheller We Ever Saw"

Burbank, Oklahoma, September 18, 1914

Gentlemen:—We have not had a chance to try your sheller until recently. We think it is the best and simplest sheller that we ever saw and recommend it to any one desiring a GOOD corn sheller.

OSWEGO GRAIN AND SEED CO.

Sidney Shellers are made in five styles with capacities from 125 to 1000 bushels' per hour. For full particulars write for our complete and illustrated catalogue on Sidney Shellers and Cleaners. Your copy has been laid aside.



*Write for further
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ments, unsolicit-
ed comments by
Sidney operators.
A postal will do.*

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Philip Smith
Mfg. Co.
SIDNEY, OHIO**

Western Warehouse:
ENTERPRISE, KANS.

WELLER-MADE

COMPLETE ELEVATING, CONVEYING AND TRANSMISSION SYSTEMS FOR MILLS AND ELEVATORS



Belt Conveyors



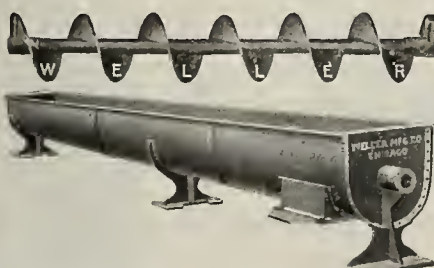
Line Shaft Equipment



One-Man Elevator
Bulletin F-28



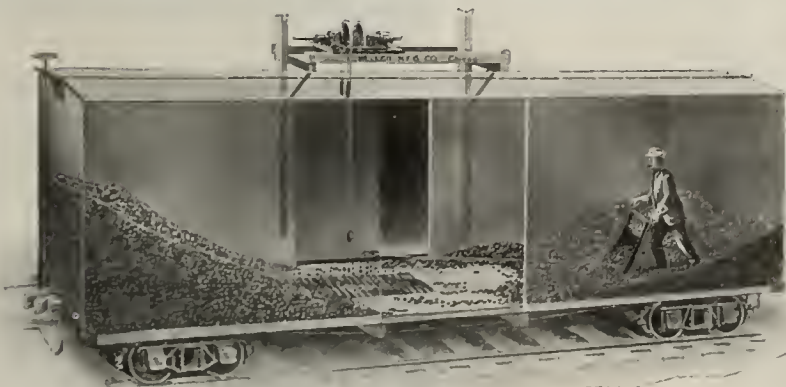
Wood Elevator
Casings



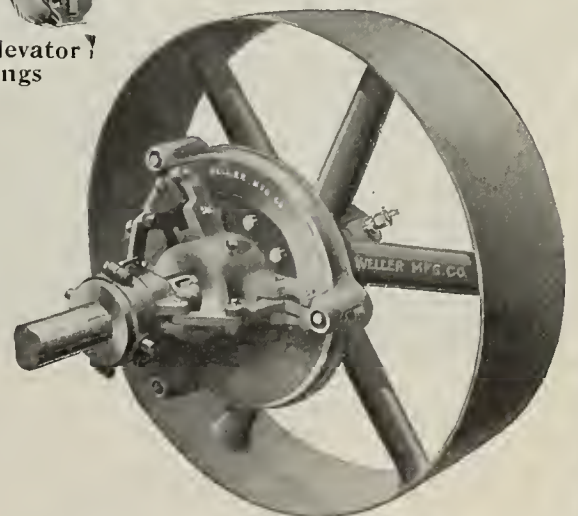
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In Steel or Wood Boxes



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Automatic Power Shovels



Friction Clutch for Every Use
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Weller Manufacturing Co.,

GENERAL CATALOG F-20 FREE FOR ASKING

Chicago

Transfer Elevators Terminal Elevators Country Elevators



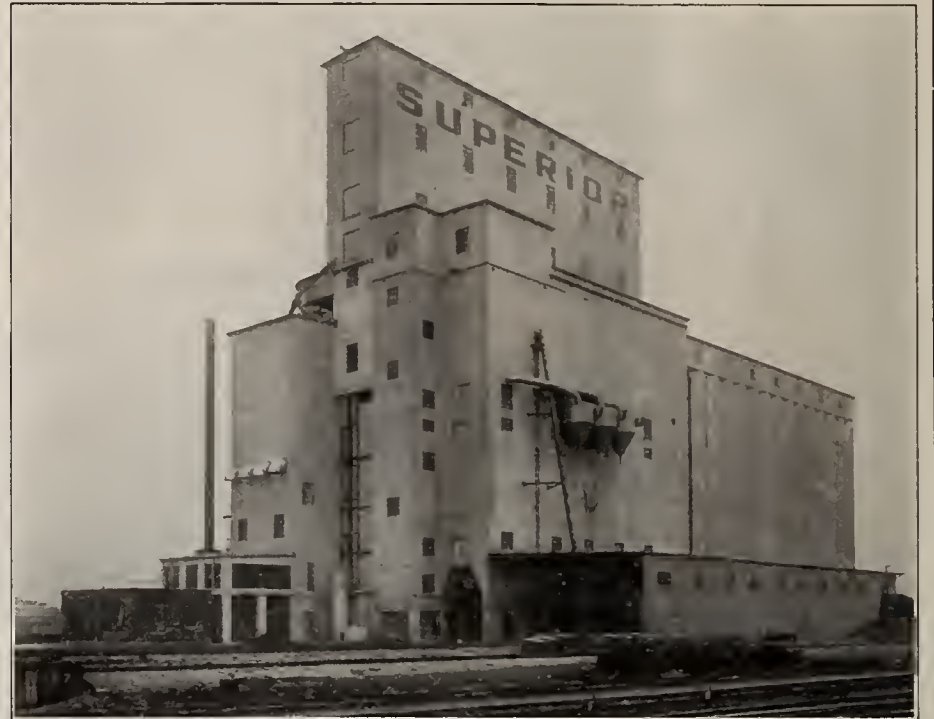
Concrete Fireproof Grain Elevator built for the Crabbs-Reynolds-Taylor Co.
at Wingate, Ind. Capacity 60,000 Bushels.

Macdonald Engineering Co.

Monadnock Building, CHICAGO, ILL.

Superior Elevator, Recently Completed at Buffalo, N.Y.

Storage capacity 1,500,000 bushels, with complete equipment for receiving grain from boats or cars, and for cleaning, drying and bleaching grain.



Fireproof Construction Elevators, Mills and Warehouses

We prepare plans and make lump-sum price for the complete work.

MONARCH ENGINEERING CO.

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"When Better Elevators Are Built— BURRELL Will Build Them"



AS IT IS
TO-DAY

Burrell Builds Best Buildings

For
Grain Storage
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Seventy Contracts during 1915 of both large and small elevators in all parts of the United States is a fair indication of our standing as builders for the grain trade.

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Following Offices
for Your Convenience:

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Reinforced Concrete Elevator of the
Northwestern Malt & Grain Co., Chicago
Capacity 650,000 Bushels

The Stephens Engineering Company

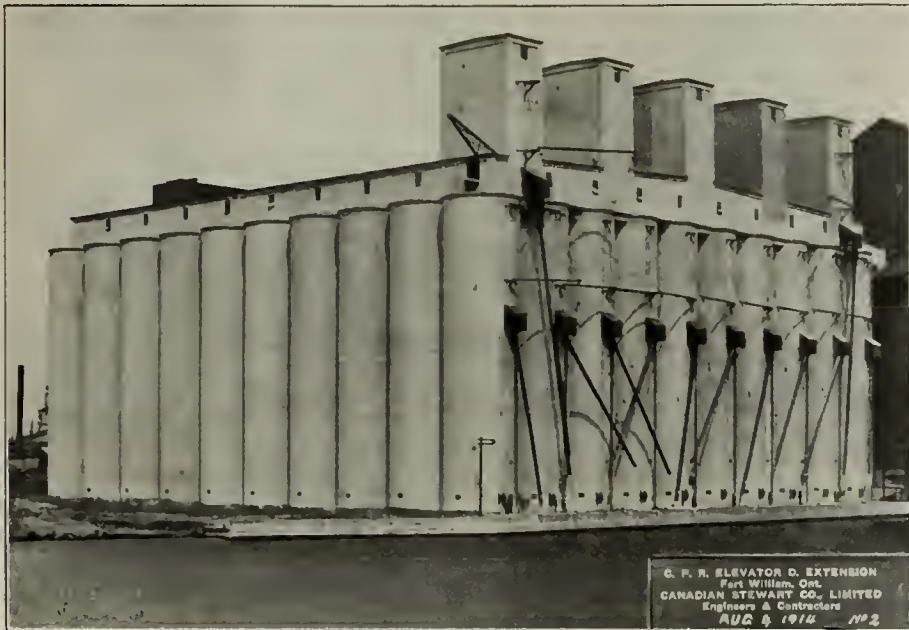
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Monadnock Bldg.

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Safety First

When you place your contract for a grain elevator you want to be assured that the purposes for which you build will be CARRIED OUT TO THE SLIGHTEST DETAIL. WE KNOW how to build your elevator—ANY CAPACITY—ANY TYPE OF MATERIAL.



The 100 tank, 4,000,000 bushel capacity Canadian Pacific Railway Elevator D Extension at Fort William, Ontario, Canada

We Build Elevators, any type of construction in any part of the world.
W. R. SINKS, Manager. R. H. FOLWELL, Engineer.

JAMES STEWART & CO. GRAIN ELEVATOR DEPARTMENT

Fifteenth Floor of Westminster Building CHICAGO, ILL.



Harbour Commissioners of Montreal 1,500,000 Bushel Addition to Elevator No. 1

Receives from Vessels and Cars. Ships
to 19 Ocean Vessel Berths by More
Than Two Miles of Shipping Galleries.

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We Build Elevators That Last
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Elevator Buckets

Salem Buckets fill easily, carry maximum load, and empty clean. Notice rounded corners and general shape. The best elevator bucket for all kinds of grain, and mill products.

Made in more sizes and gauges than any other bucket on the market. We fill orders promptly from the large stock which we carry.

SEND FOR CATALOG No. 38.

H. W. Caldwell & Son Co.

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NEW YORK, Fulton Bldg., Hudson Terminal, 50 Church St.



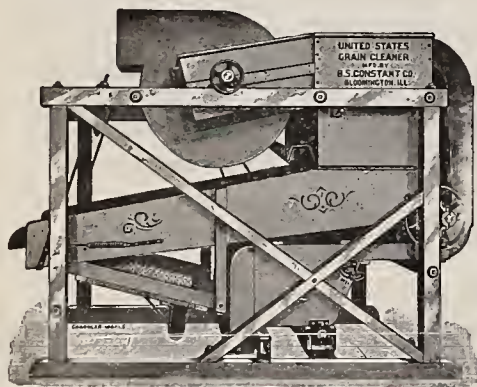
Unquestionably our Helicoid (continuous flight conveyor) is the best screw conveyor made. We are the originators of and fully equipped to make the sectional flight conveyor also, but advise customers to use Helicoid, because it is better balanced and more durable than any other screw conveyor, and renders more satisfactory service.

Helicoid conveyor is well adapted to the handling of grain and all milling products; cotton seed and cotton seed products, fertilizers, sugar, starch, rice, coal, ashes, cement, concrete, phosphate, sawdust and many other articles.

HELICOID COSTS NO MORE THAN OTHER CONVEYORS

H. W. Caldwell & Son Co.

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is the best in the Union and should be in the top of all elevators where Corn, Oats and Wheat are shipped.

Higher Grades—Higher Prices.
Long life machine.
Ring or Chain Oiling Bearings.
Balanced Eccentric.
Five Separations and
All the Corn Saved.

The Constant Safety Ball Bearing Man-lift

the most satisfactory connecting link between Cleaner and Sheller.

Best made.
Easiest and safest.
Adjustable Brakes which we guarantee.
State distance between floors and get our
Net Price

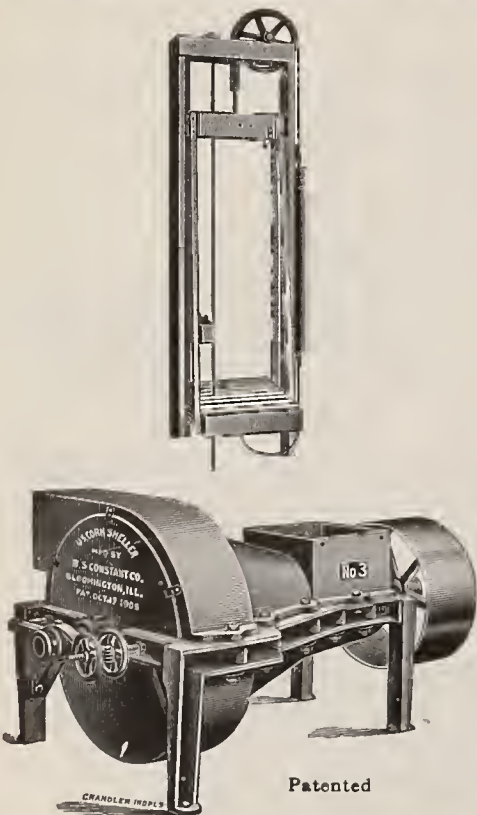
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Fan Discharge, over or under, right or left hand.

Iron or Wood Frame.
No Lower Hoppering.
Cheapest Installed.
Quickest and Cheapest Repaired of any Sheller on the market.

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B. S. CONSTANT MFG. CO.
Bloomington Illinois



NOT A BILL OF EXPENSE BUT A SOURCE OF REVENUE

Enables Shippers to Collect Claims

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Most Economical to Install

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PORTABLE BAGGER

Write for Catalog.

National Automatic Scale Co.

West Pullman, Chicago, Illinois

Walls, Bins and Grain Elevators

By MILO S. KETCHUM

Second Edition. 556 pp., \$4.00.

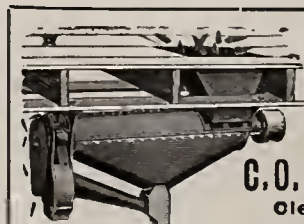
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Mitchell Bros. Publishing Co.,

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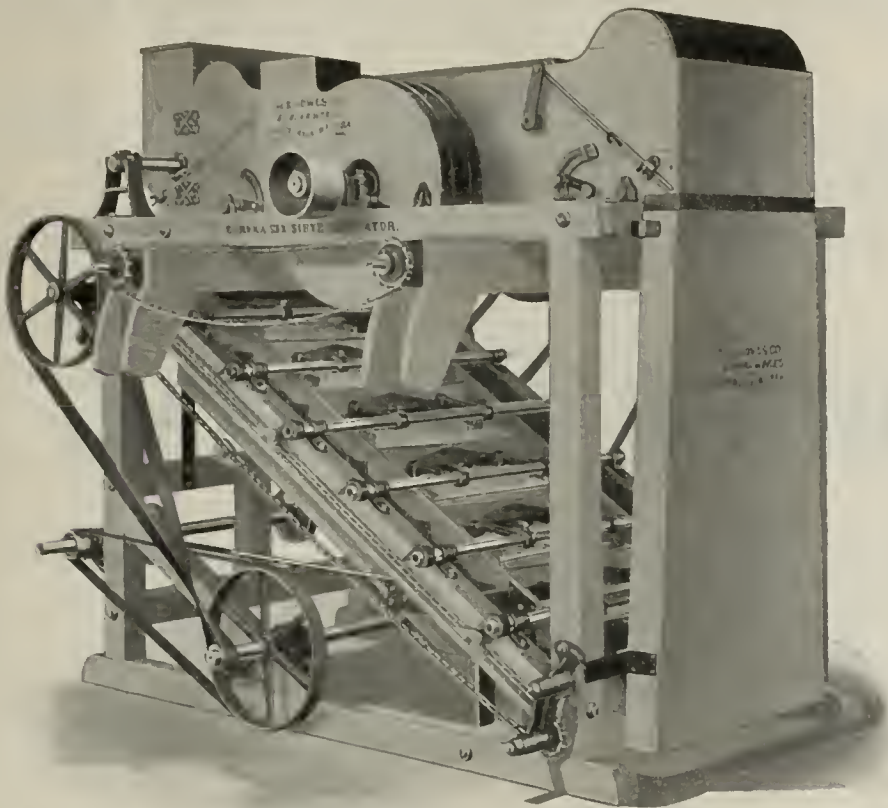
Triumph Power Corn Sheller
C. O. Bartlett & Co.
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By W. G. JOHNSON

Contains full directions for Fumigating Mills and Elevators.
313 Pages Price \$1

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They're all talking about!

If you have any oat wheat, or garlicky wheat, send us a sample and we'll show you how perfectly it can be cleaned.

**NO MORE DOCKAGE
EVERY BUSHEL OF WHEAT WILL
BRING YOU LARGER PROFITS**

Make yourself independent of terminal inspections.

What our customers say—

Gentlemen:—Our superintendent is delighted with your "Eureka" Oats-from-Wheat Separator. He says it is the most efficient machine of its kind that he knows of.

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The new machine was received and we now have it installed. It is doing very nice work.

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Let us put a separator in your elevator on 30 days' approval. In that time it will easily earn enough to pay for itself.

Descriptive
Bulletins on request

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New Customers

are easy to secure when you have the exclusive agency for a popular line of feeds like ours. And the new customers we bring you will buy many other things besides our feeds.

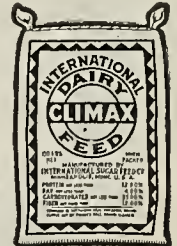


INTERNATIONAL Special Dairy Feed

Famous as the biggest milk-producing grain ration the world has ever seen. Lower in price than many, but higher in value than all others. A single trial will make every dairyman in your neighborhood a steady customer.

INTERNATIONAL Climax Dairy Feed

Better than any at the price. Cheaper than mill-feeds, makes more milk, and gives you a larger profit. Used everywhere to take the place of ordinary mill-feeds for mixing purposes. Let us tell you about it.



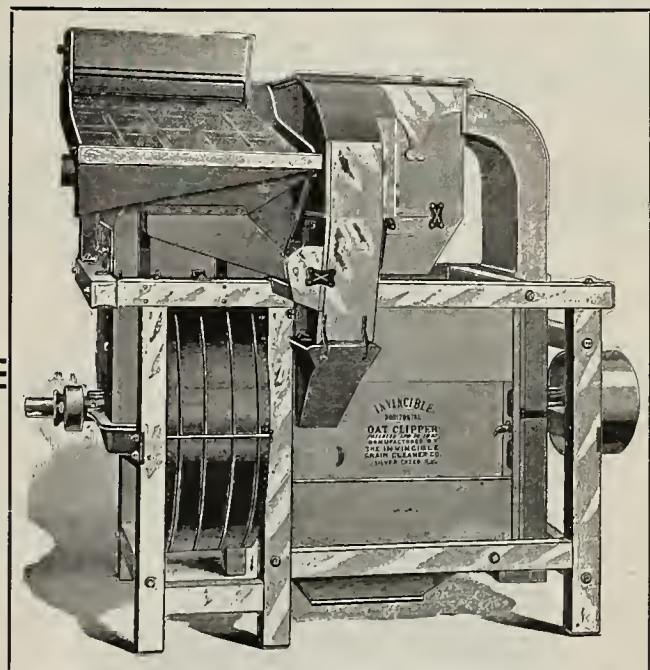
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Our strong farm paper advertising makes dairymen want our feeds. They will buy of you if they know you have them. We will furnish you with order-bringing circulars, etc. Write now if there is no International agent in your town. You can begin taking these big profits within two weeks. Over 360 carloads of International Dairy Feeds sold through our exclusive dealers in 30 days this year. Full information and prices by return mail.

International Sugar Feed Company

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Mills at Minneapolis and Memphis

(51)



Where Do Your Oat Profits Go?

Poorly clipped oats which do not grade up to the best, command poor prices—while it costs just as much to buy and operate an inferior oat clipper. Isn't that so? An

INVINCIBLE OAT CLIPPER

will give you three extra profits:

- 1st—It does perfect work and enables you to secure top prices for your product.
- 2nd—It stops waste of good oats and at the same time removes the light oats and foul material and dust.
- 3rd—It has the greatest capacity for work of any oat clipper, therefore it reduces overhead cost on all work.

This is the machine you want if you are keen on increasing your profits. Made in 10 sizes, capacity 60 to 1,500 bushels per hour.

Write for prices and full details on the size you need. Machines shipped to responsible parties on 30 days' trial.

INVINCIBLE GRAIN CLEANER CO. Dept. 1, Silver Creek, N. Y.

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KANSAS CITY, MO.—234 Exchange Building, F. J. Murphy.
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WE ARE
"CANADIAN HEADQUARTERS"
FOR
RUBBER BELTING

The belting for the new 4,000,000-bushel addition to the C. P. R. Elevator at Fort William, Ont., was furnished by us, and we have filled some of the largest orders for elevator belting ever placed.

We also make a complete line of

ENDLESS THRESHER BELTS, POWER TRANSMISSION, CONVEYOR BELTS, Etc.

WRITE US FOR PRICES AND INFORMATION

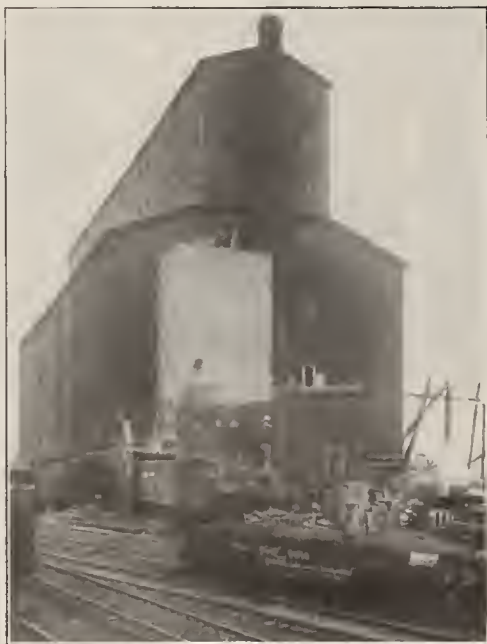
CANADIAN CONSOLIDATED RUBBER CO., Limited
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The Detroit Railway Elevator

(CAUGHEY-SWIFT COMPANY)

Has a Large HESS DRIER



The Hess was selected after investigation and comparison with other driers. An interesting feature of this contract is the fact that this machine was drying grain 28 days after the contract was signed, although it was necessary to hoist all the material and build it above the boiler house, making new foundations and all without stopping the operation of the house.

We did it all; building machinery and connections.

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HESS WARMING & VENTILATING CO.
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THE
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SOLD BY ALL MILL FURNISHERS

Not an Experiment. In successful use 30 years drying
CORN MEAL, HOMINY,
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AND ALL CEREAL PRODUCTS.
ALSO SAND, COAL DUST, GRAPHITE, CLAY, ORES, ETC.

Automatic in operation, requiring no attention.

THE CUTLER CO., North Wilbraham, Mass.
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MILLERS' MUTUAL FIRE INSURANCE ASSOCIATION OF ILLINOIS

Established 1878. Alton, Illinois

Insurance on Flour Mills and Elevator Properties.

Grain Insurance for short terms a Specialty.

CASH ASSETS - \$548,396.68

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Want ads. In this paper bring results.
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FUMIGATION METHODS

By W. G. JOHNSON

Contains full directions for
Fumigating Mills and Elevators.
313 Pages Price \$1

Mitchell Brothers Publishing Co.
431 South Dearborn St., CHICAGO

Have YOU Learned a Lesson? from the Great EDISON Fire?

The fiercest fire in the history of conflagrations was the burning of the Edison plant at Orange, N. J., December 9th, 1914. The Edison fire was remarkable for its intensity. A temperature of more than 2500° Fahr. was developed in some of the buildings, and the behavior of the concrete was little short of marvelous.

In the Edison buildings were many tons of celluloid, wax, dry lumber, and other inflammable materials which burned with a heat so intense that only concrete could withstand; yet, amid the ruins, still stand seven large concrete structures, with walls and floor slabs intact and ready for rehabilitation.

Mr. Edison said: "All permanent buildings which I shall erect in the future will be built of concrete, as the results of our fire are a triumph for this material."

The officers of the Edison Company state that the cost of restoring the concrete buildings will be from 10% to 15%.

A committee of distinguished engineers, architects, and building authorities, men whose names are known throughout the country, said, among other things: "The behavior of the concrete under the unusual conditions of this fire fully demonstrated that it is an admirable material for fire preventing purposes, because of its low heat conductivity and its toughness."

Learn *your* lesson from the Edison fire. Be sure the next structure you build is of concrete. Economy and good judgment *demand* the use of concrete.

Essential in the construction of modern reinforced concrete buildings, is good Portland Cement. A brand which has stood the test of time—a cement which has been specified and used by architects and engineers in work both great and small for the past seventeen years, is CHICAGO-AA Portland Cement.



Warehouses and Factories of Concrete a book of 224 pages illustrating and describing 235 modern concrete factories and warehouses, and showing costs, insurance rates, etc., would be of interest to any prospective builder.

We will send a copy **50c** postpaid for

Chicago Portland Cement Co., 30 North La Salle St.
CHICAGO



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at a largely reduced rate with
one year's subscription to the

American Elevator & Grain Trade

By the use of this handy appliance the scale ticket is passed from the elevator office to the farmer on his wagon by the scale man without leaving his office.

No time lost—the elevator operator is not subjected to sudden and frequent changes of temperature on a cold winter's day—no impatiently waiting wagoners—no doctor bills.

Morris & Stone of Mattoon, Ill., write the manufacturers Dec. 10, 1913; Gentlemen—We cannot criticize your Ticket Passer, we only wonder why every wagon scale isn't provided with one. It is \$5.00 for a convenience of \$50.00.

The manufacturer's price of the SCHMITZ TICKET PASSER is \$5.00.

We will send it, express paid, for a limited period with one year's subscription to the AMERICAN ELEVATOR AND GRAIN TRADE for \$4.00.

Order today while the supply lasts.

NOTE—The thickness of the wall and the distance from the edge of the scale platform (nearest to scale beam) to the wall must be clearly specified in all orders.

MITCHELL BROS. PUBLISHING CO.

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"Get in touch with Goodrich"

during your re-equipment operations. We have broadened our grain belt line. We are ready to meet a wider field of requirements than ever before on horizontal carrier belts and leg bucket belts.

GOODRICH Grain Belts

come from the world's largest belt room, at Akron, Ohio. The new Goodrich line-up has been worked out by experts who know from long experience what kind of belts will give maximum service that is

continuous. They are the eternal enemies of the break-down and the shut-down. Their work and their belts have reduced losses from these causes in hundreds of elevators and will reduce yours.

"GET IN TOUCH WITH GOODRICH"

Branches in All Principal
Cities

THE B. F. GOODRICH COMPANY

Akron

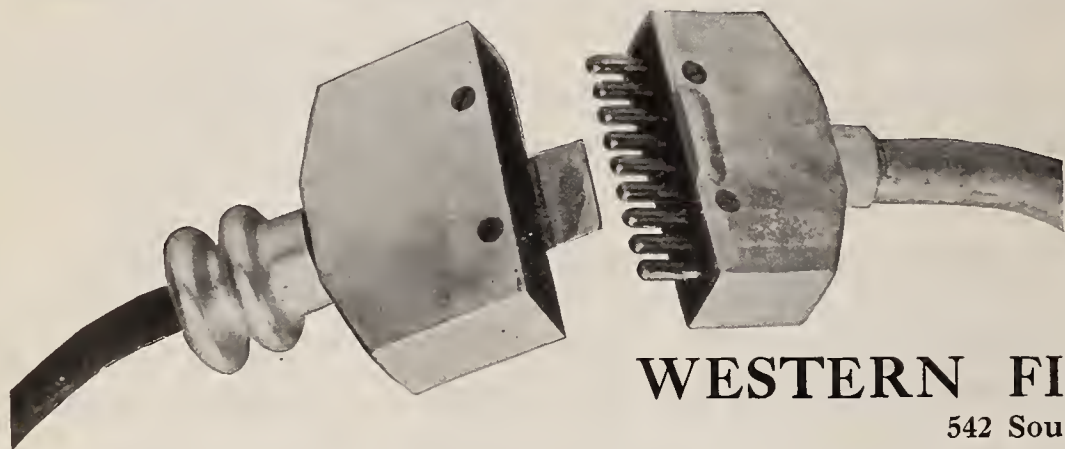
Factories:

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There is nothing in Goodrich advertising, that isn't in Goodrich goods.

The Zeleny Thermometer System

For Grain in Storage



Tells the temperature of the grain in any part of the bin. With our new device the temperature may be read either in the office or at the top of the tanks. Effects great saving in time, work, worry, money. Write for booklet.

WESTERN FIRE APPLIANCE WORKS

542 South Dearborn Street, CHICAGO



Grain Dust is a Fire Hazard

wherever it settles.

It's a Dangerous Explosive When Exposed to Ignition by Spark or Spontaneous Combustion.

The Sane and Safe Thing to Do Is to Save This Dust With an All Steel-Fireproof

"Knickerbocker Cyclone" Dust Collector

And Avoid Being "Next" on the Burnt Up-Blown Up List.



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The Knickerbocker Company

JACKSON, MICHIGAN

They All Point to the Bowsher

A mill that will crush or grind ear corn (with or without shucks), Kaffir in the head and all kinds of small grain.

A mill that has conical shaped grinders—which do the work close to the center of the shaft, thus effecting a great saving of power.

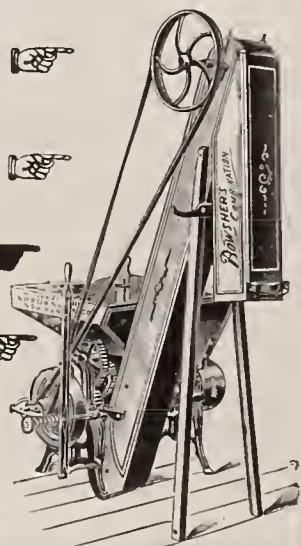
A mill that can run empty without injury, as the grinders will not strike together.

A model feed mill, light running and handy to operate; different from all others. A complete independent outfit.

These are a few of the many reasons why the Bowsher is the mill for you.

Sold with or without elevator. 10 sizes, 2 to 25 H. P.

N. P. Bowsher Co., South Bend, Indiana



Transit Leaks

are unknown to the grain shippers who use

KENNEDY Car Liners

Enormous Increased Sales prove the Efficiency, Merit and Serviceability of these liners.

The Kennedy Car Liner

is the only device offered the grain shipper that makes a car Leak-Proof. Cheap—Modern—Profitable. Write now for particulars.

THE KENNEDY CAR LINER & BAG CO.
SHELBYVILLE, INDIANA, U. S. A.

Grain Dealers Everywhere Are Using THE AUTOMATIC DUMP CONTROLLER

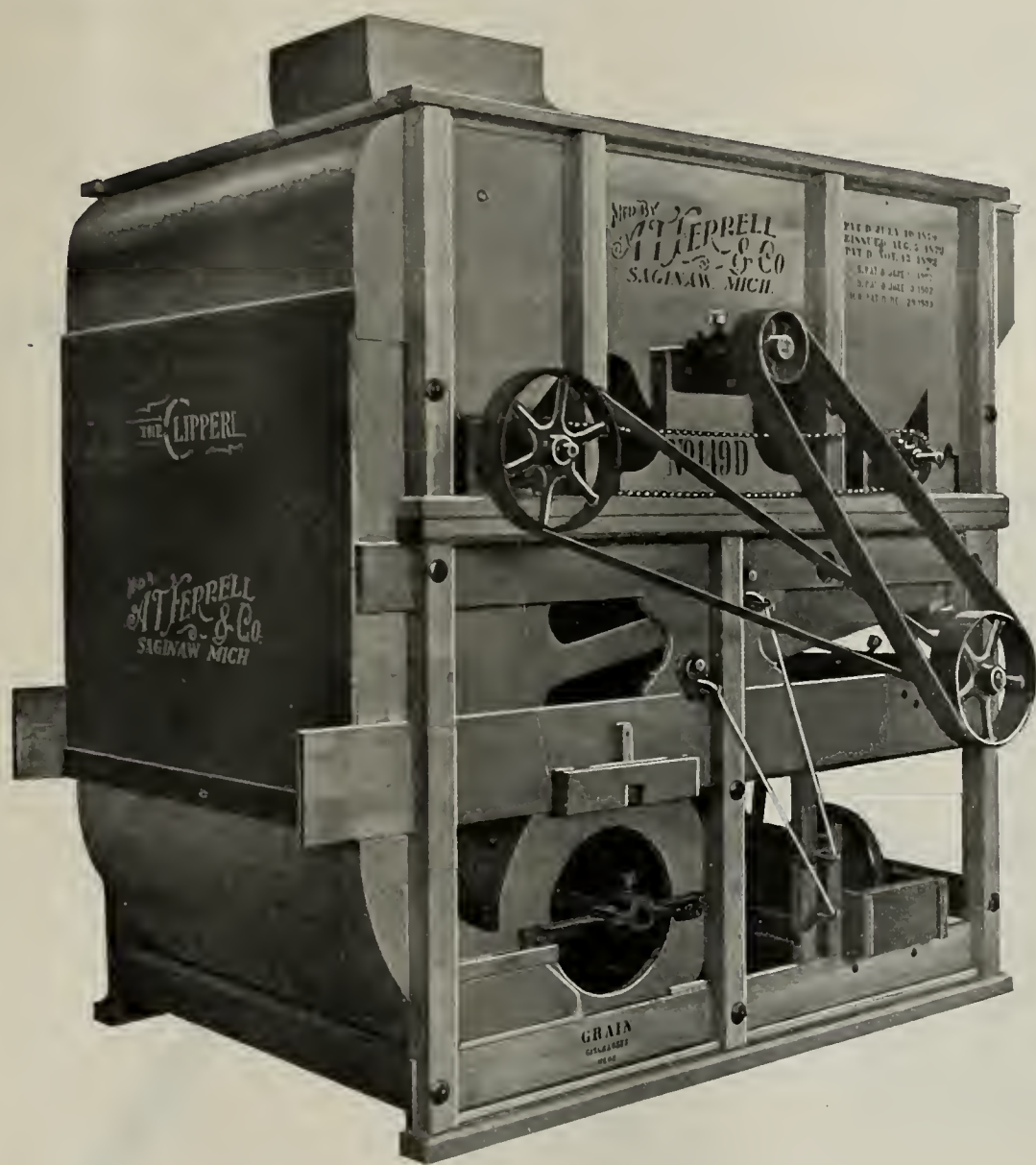


If you're a man who's up-to-date, With equipments all first rate, You must not forget the Dumps, Which must settle, without Jerks and jars and bumps— So, try a McMillin Dump Controller, And your troubles will be over. Your Trade will sure increase And you'll live a life of peace

McMILLIN ELEVATORS

If you are in need of a first class, up-to-date Elevator, with all modern equipment, drop a line to a good Elevator builder,—one who knows what to do, how to do it, and does what he says he will, then watch his results. WHO'S THE MAN? I'M THE MAN!

L. J. McMILLIN
Board of Trade Building
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The "CLIPPER" Double Suction Grain Cleaner

With "Lightning - Change" Screens

The No. 149-D Cleaner will prove highly satisfactory and economical in your business. It has double suction, combined with the Vertical Blast, and makes exceedingly fine air separations. Nothing of any value is blown out with the dust. All light grain is collected and discharged with the screenings.

It has a positive self-feed with agitator in the hopper. The feed is always uniform on any kind of grain.

NO CHANGING OF SCREENS. The screens for wheat and oats are always left in place in the shoe. To change from one grain to the other, it is only necessary to shift a gate to carry the grain to the wheat screen, or to the oats screen.

It is very economical, requires a small amount of power and has large capacity. It is equipped with our Roller Bearing Traveling Brushes and up to date in every particular. Is built in two sections so as to easily be taken through doorways.

Write for our catalog and price list.

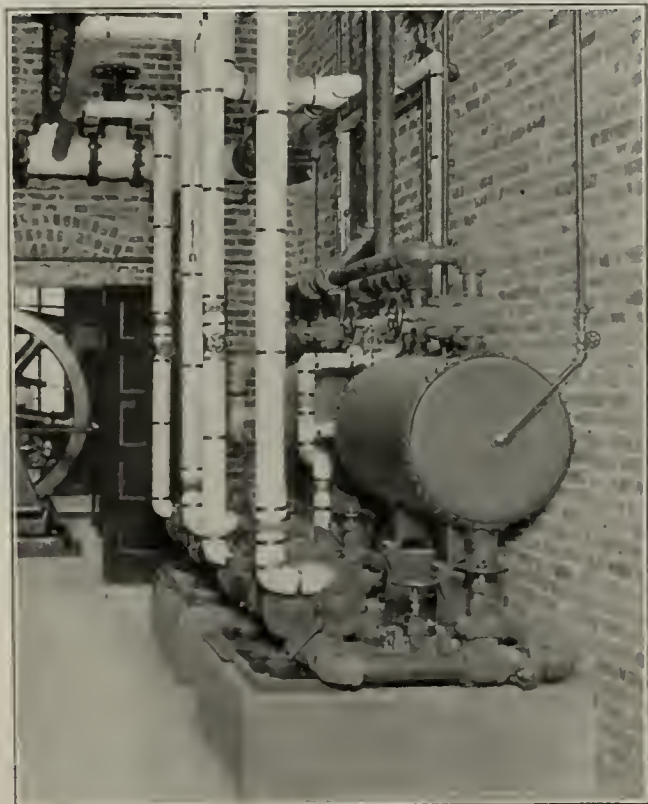
A. T. FERRELL & CO.

SAGINAW, W. S. MICH.

THE ELLIS DRIER COMPANY

CHICAGO ILLINOIS

U. S. A.



A Receiver Pump installation to handle condensation from exhaust and live steam coils in connection with an ELLIS DRIER.

BUILDING A TRADE

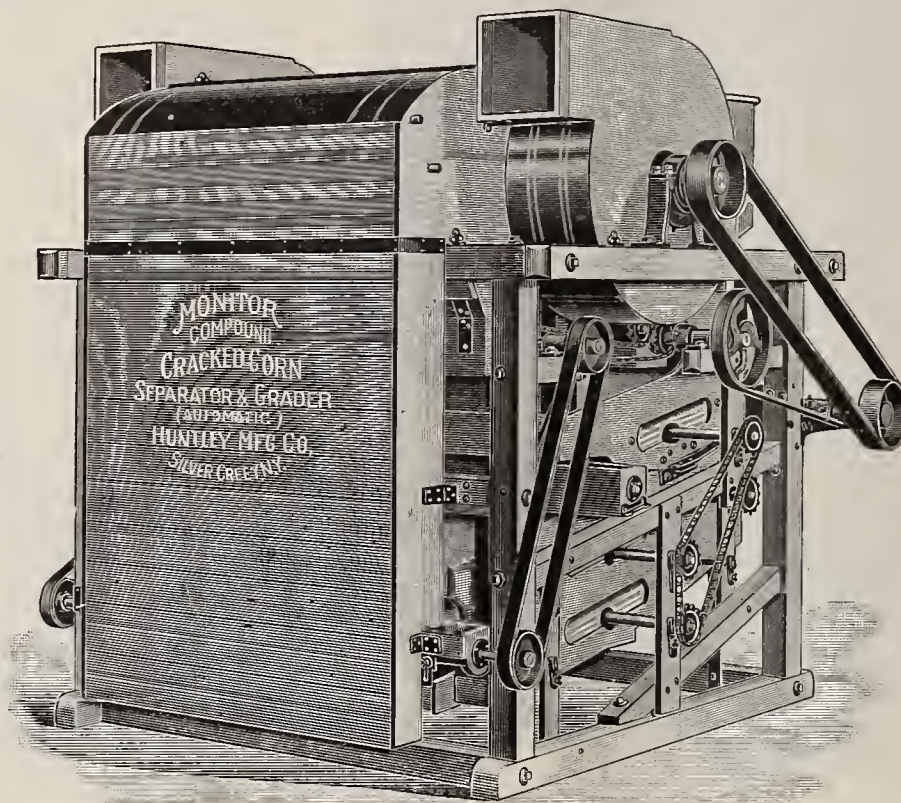
If you expect to install a drier and build up a trade in kiln dried corn—and hold it, *you must be prepared to deliver the goods.* Nowadays, to deliver the goods in kiln dried corn you must do two things. You must dry your corn *evenly*, so that the purchaser can keep it in storage without fear of its going out of condition, and the corn must be free from *cracked, blistered and discolored kernels.* Corn which has been cracked, blistered and discolored during the drying process is unfit, because it grinds into poor meal and unsatisfactory feed.

If you expect to build a trade for the future in kiln dried corn, *SPECIFY THE ELLIS*, and you will not be disappointed.

GRAIN
DRIERS

THE ELLIS DRIER CO.
Postal Telegraph Bldg.
CHICAGO

OAT
BLEACHERS

*Monitor***Automatic Cracked Corn Grader and Cleaner****Several patents**

**Gives you cleanest, sharpest
grades—
and greater profits than other outfits**

**-4-
Wide
Sieves**

Hitch this four-sieve-and-four-suction "Monitor" to your cracked corn system and you will hitch greater profits to your cracked corn business. By virtue of the fact that there is not a machine manufactured in the United States having as perfect sieve arrangement and **as much of it**, as perfect air suction cleaning and **as much of it** as this distinctly different "Monitor", we do not hesitate to say that any cracked corn cleaner or grader you may be using is inferior to this machine. We, the pioneer manufacturers in cracked corn cleaning and grading machinery, offer you on 30 days' trial this exclusive type of "Monitor"—you to be the judge as to whether or not it is all we claim for it. Heavy, refined construction throughout, workmanship and finish of a surpassing character, fitted for heavy-service usage of the most exacting kind, the "Monitor" is incomparably better in every detail. Our literature explains—cheerfully sent on request.

**-4-
Wide
Suction
Legs**

HUNTLEY MFG. CO., Silver Creek, N. Y.

A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.



Published on the fifteenth of each month by Mitchell Bros. Publishing Co., 431 So. Dearborn St., Chicago, Ill.

Subscription price, \$1.00 per year.

English and Foreign subscriptions, \$1.75 per year.

Established in 1882.

VOL. XXXIII.

CHICAGO, ILLINOIS, APRIL 15, 1915.

No. 10.

A Model Transfer and Storage Elevator

Some Leading Features of a Texas Plant Completed During the Past Year Which Have Made It One of the Foremost Elevators in the Southwest

LAST year, or to be more accurate as to date, on June 1, 1914, the Wichita Mill & Elevator Company of Wichita Falls, Texas, broke ground for the handsome structure shown in the illustration. This company, a leading concern of the thriving city of Wichita Falls, boasting a population of upwards of 9,000 people and especially well located as to railroads and production of grain, has seen the grain business grow so rapidly during the past few years that new storage and handling facilities became absolutely necessary. It there-

fore selected the Burrell Engineering & Construction Company of Chicago as designers and engineers for the work and now has the necessary equipment and storage, at least for present needs.

The elevator rises to a height of 158 feet and the plant consists of working house, an Ellis Drier and storage tanks. The ground dimensions of the working house are 54x36 feet and the tanks cover 118x54 feet. The type of construction throughout is reinforced concrete absolutely fireproof. The working house is divided into five floors, and includes 21

bins. These bins, with a capacity of 50,000 bushels, when added to the 10 circular and 20 small bins of the storage tanks, afford a total capacity of 400,000 bushels of grain. The first floor of the working house is devoted to sacking purposes. For receiving from cars there is provided a double receiving pit and 2,000-bushel capacity hopper. There is also a wagon shed and receiving pit for grain arriving by wagons. Two receiving legs, with a capacity of 7,000 bushels per hour each, carry the grain from the receiving hopper to the cupola where it falls



THE WICHITA MILL & ELEVATOR COMPANY'S NEW PLANT AT WICHITA FALLS, TEXAS
Designed and Constructed by the Burrell Engineering & Construction Company, Chicago, Ill.

Concrete for Grain Bins and Elevators

The Relative Keeping Qualities of Grain Stored in Concrete and Wooden Bins—Effect of Sea Water on Concrete—Some Investigations Conducted by Various U. S. Government Departments

By WALDON FAWCETT

Washington Correspondent of the "American Grain Trade"

into one of two 1,800-bushel garner and weighed on either of two 1,800-bushel hopper scales. After being weighed it is spouted into any of the bins of the working house or taken on a 36-inch belt conveyor to the storage tanks. The belt conveyor runs in a gallery above the tanks, having a length of 150 feet. Grain is taken from the storage tanks by two 30-inch belt conveyors running in a tunnel beneath the tanks. The machinery equipment of the working house includes one modern automatic scale, one No. 6 Invincible Clipper, one No. 7 Iron Prince Scourer, one No. 21 and one No. 32 Prinz & Rau Cleaner.

For shipping out grain there is over 7,000 bushels per hour capacity, shipping leg and both receiving legs are so arranged that they can be utilized for shipping purposes. There are also two cleaner legs, one drier leg and a driveway leg. The shipping equipment also includes two car loading spouts.

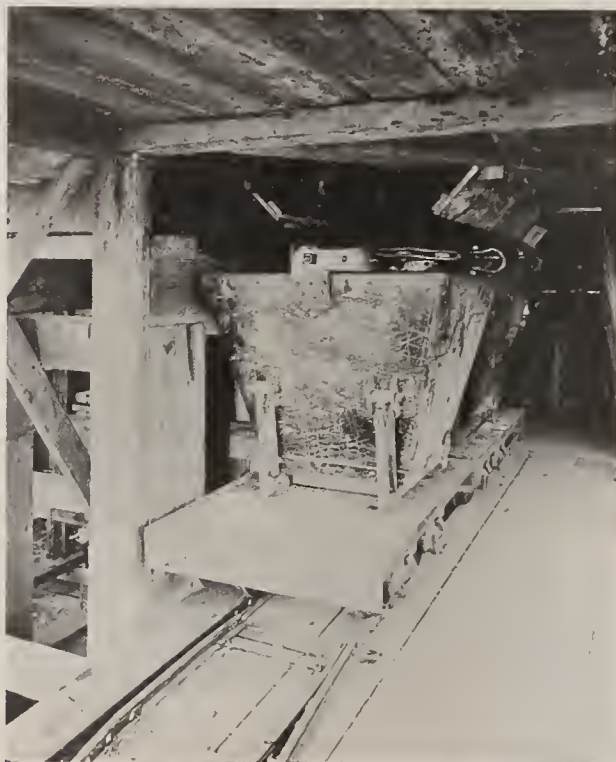
The storage tanks have a diameter of 23 feet, and are 90 feet in height. The tanks are 7 feet apart and each of the interspaces so made is divided into 4 bins which give a total of 30 bins or tanks. The transmission machinery was furnished by the Weller Manufacturing Company of Chicago. All machinery is electrically driven, the company owning its own generating plant.

The drier installed at the elevator is an Ellis machine of 300 bushels per hour capacity. The drier is designed with the cooler located directly below the heating section and a return air system is utilized for the purpose of obtaining economy in steam consumption. All frames used in the construction of the drier are self cleaning, and of woven wire cloth construction to prevent parching and discoloration of the product during the drying process. The drying air is applied to the grain under the double pressure system which insures a product evenly dried. The fan is motor driven and the steam for the coils is supplied by an independent boiler.

The drier and boiler is housed in a concrete building which is situated directly alongside the working house, the damp grain being spouted directly to the drier from a cut off bin within the elevator. The grain after being dried and cooled is spouted to a leg in the working house so that no screw or belt conveyors of any kind are used to carry grain to and from the drier. A very good picture of the drier is shown in the illustration, and taking it as a whole the Wichita Mill & Elevator Company has as good a plant, capacity considered, as is to be found in the Southwest.

In a district comprising the counties of Frontenac, Hastings and Addington, Northumberland and Prince Edward in the province of Ontario, Canada, there were 320,696 tons of hay produced on 335,614 acres during the season of 1914.

THE mooted question of the relative merits of wood and concrete as constructive material for grain bins and elevators is being put up to Uncle Sam from various quarters. It is, of course, well known throughout the country that various branches of the national government as for instance,



ONE OF THE CARS WHICH RECEIVES CONCRETE FROM THE ROTARY MIXER OVERHEAD

the Department of Agriculture, the U. S. Geological Survey and the National Bureau of Standards have during recent years devoted an ever-increasing amount of attention to the investigation of concrete in building construction and herein probably lies the explanation of the heavy volume of inquiry that has been directed to Washington on different aspects of the subject.

Seemingly, a very large proportion of the queries which have come to the headquarters of the government have originated with the proprietors of country elevators who are presumably contemplating replacing or adding to their grain storage facilities. The

impression among Federal experts is that the large elevator interests are pretty generally committed to concrete construction but apparently frame construction is overwhelmingly predominant among the small elevators, say, those ranging up to 150,000 bushels' capacity. However, the curiosity now being manifested by the proprietors of country elevators would seem to indicate that, even in this field, concrete construction will be a factor to be reckoned with in the future.

Some of the questions on this score that have been referred to governmental institutions by grain men have not elicited as definite and explicit answers as might seem desirable simply for the reason that Uncle Sam has not, up to date, conducted a really comprehensive investigation of all phases of the concrete elevator problem. However, several investigations are now in progress which touch more or less intimately this many-sided subject and yet others are in prospect. There is no doubt, either, that if the associations of grain men are sufficiently interested to make their desires known certain branches of the government would be authorized to go into this subject more deeply just as the industrial section of the U. S. Forest Service has for several years past been gathering information as to the use of wood in elevator construction.

Of the investigations already in progress perhaps the most significant is that now being conducted by Dr. J. W. T. Duvel of the Office of Grain Standardization of the U. S. Department of Agriculture, for the purpose of determining the relative keeping qualities of grain when stored respectively in concrete and wooden bins and elevators. Dr. Duvel is only but just well entered upon this interesting investigation, his efforts so far being confined to a series of comparative tests at the port of Baltimore. At that place there are exceptional opportunities for contrasting the condition of corn in storage in concrete structures with the change which grain of the same grade undergoes while in storage in wooden structures. The head of the Grain Standardization Office had hoped to secure from Congress funds for the ensuing year that would permit this research work to be pushed on a more extensive scale but owing to the restricted appropriations authorized it will be necessary to continue on low speed.

Discussing the subject with the representative of



BUILDING A CONCRETE ELEVATOR AT AN AMERICAN OCEAN PORT
Preparing the Foundation (Left) and Starting to Pour for the Superstructure (Right).

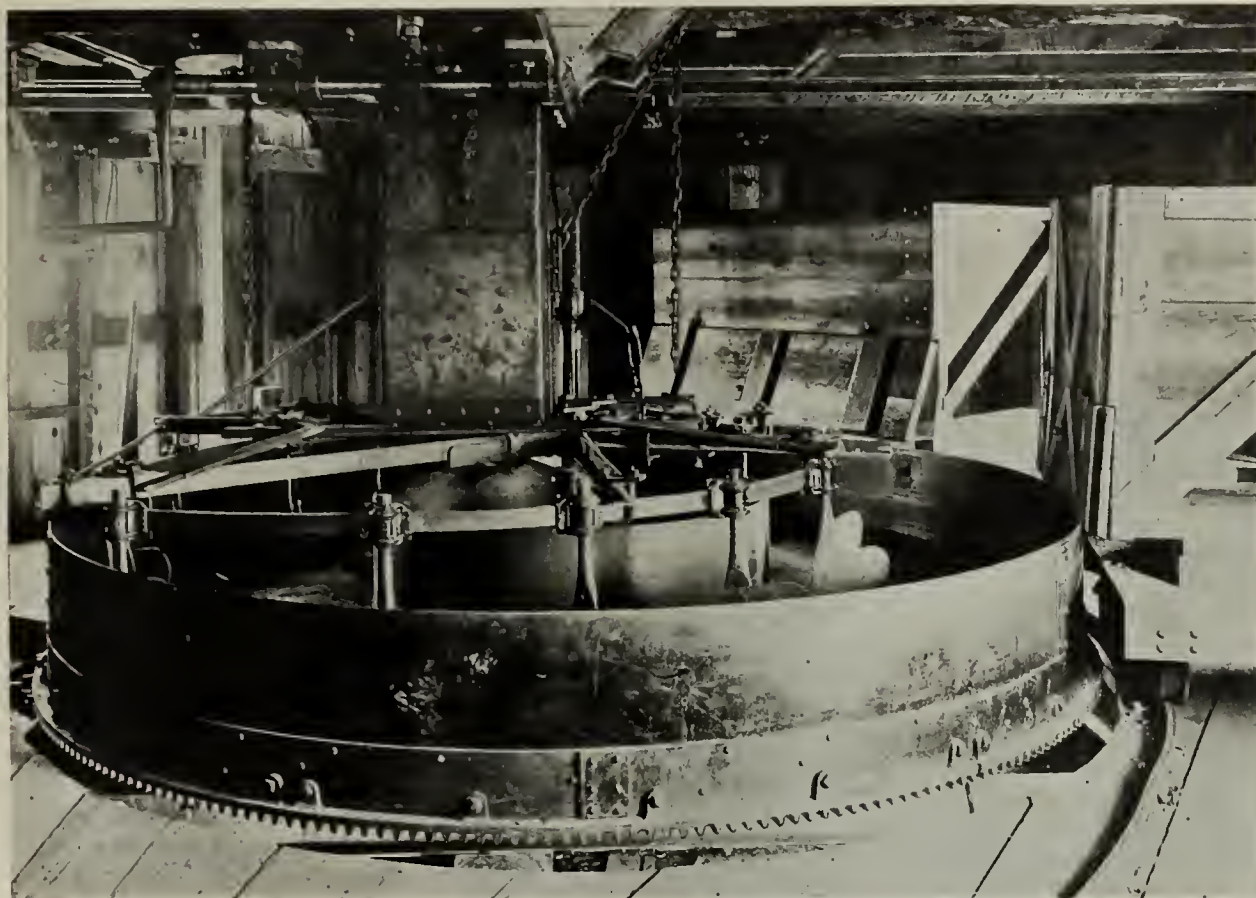
the "American Grain Trade," Dr. Duvel said: "I am frank to say that the limited tests which we have thus far made seem to indicate that the keeping qualities of grain are somewhat better when storage is made in wooden structures than in concrete bins and elevators. However, the difference in keeping

the first cost of a wooden silo may be less than that of a concrete silo. But for a permanent structure it is generally best to construct of tile, concrete, cement block, or other durable material. Silos properly constructed of these materials are not likely to be damaged by winds. They must be

is likely to prove of importance to every builder, owner or operator of a concrete elevator. First of all, there is the effort, now all but crowned with success, which is being made by the experts at the U. S. Bureau of Standards in conjunction with the representatives of the American Society of Civil Engineers and the American Society of Testing Materials to obtain one United States standard specification for Portland cement. Agreement has been reached on all but a few points and it is believed that ere the end of the present year there will be fixed a standard of quality for all cements. Of similar practical value is the investigation now in progress to determine the time of setting of cement. The determination of this question is of importance to all who build concrete structures because if a cement sets too rapidly it may harden before it is placed in the forms, whereas if it hardens too slowly it causes added expense in handling, with a possibility of accidents.

Of interest to the owners of all concrete elevators located on the Atlantic, Pacific and Gulf coasts is an investigation which the Government is now conducting to determine the effect of sea water on concrete. Observation of concrete structures exposed to sea water is being made at U. S. and Canadian ports on both coasts and a report upon this investigation may be expected within a year. Similarly helpful will be the outcome of an exhaustive investigation now in progress to determine the effect of moisture and temperature changes on concrete construction.

Elevator men who are interested in concrete construction already have available for their purposes the preliminary results of the work of the experts at the Bureau of Standards in making tests of the absorptive and permeable properties of cement and concrete together with tests of damp-proofing and waterproofing compounds and materials. The conclusions thus far reached by Uncle Sam's investigators are to the effect that Portland cement mortar and concrete can be made practically watertight and impermeable to any hydrostatic head up to 40 feet without the use of any of the so-called "integral" waterproofing materials, but in order to obtain such impermeable concrete,



THE LATEST TYPE OF ROTARY MIXER
Used for Mixing Concrete for Elevators and Other Big Building Operations.

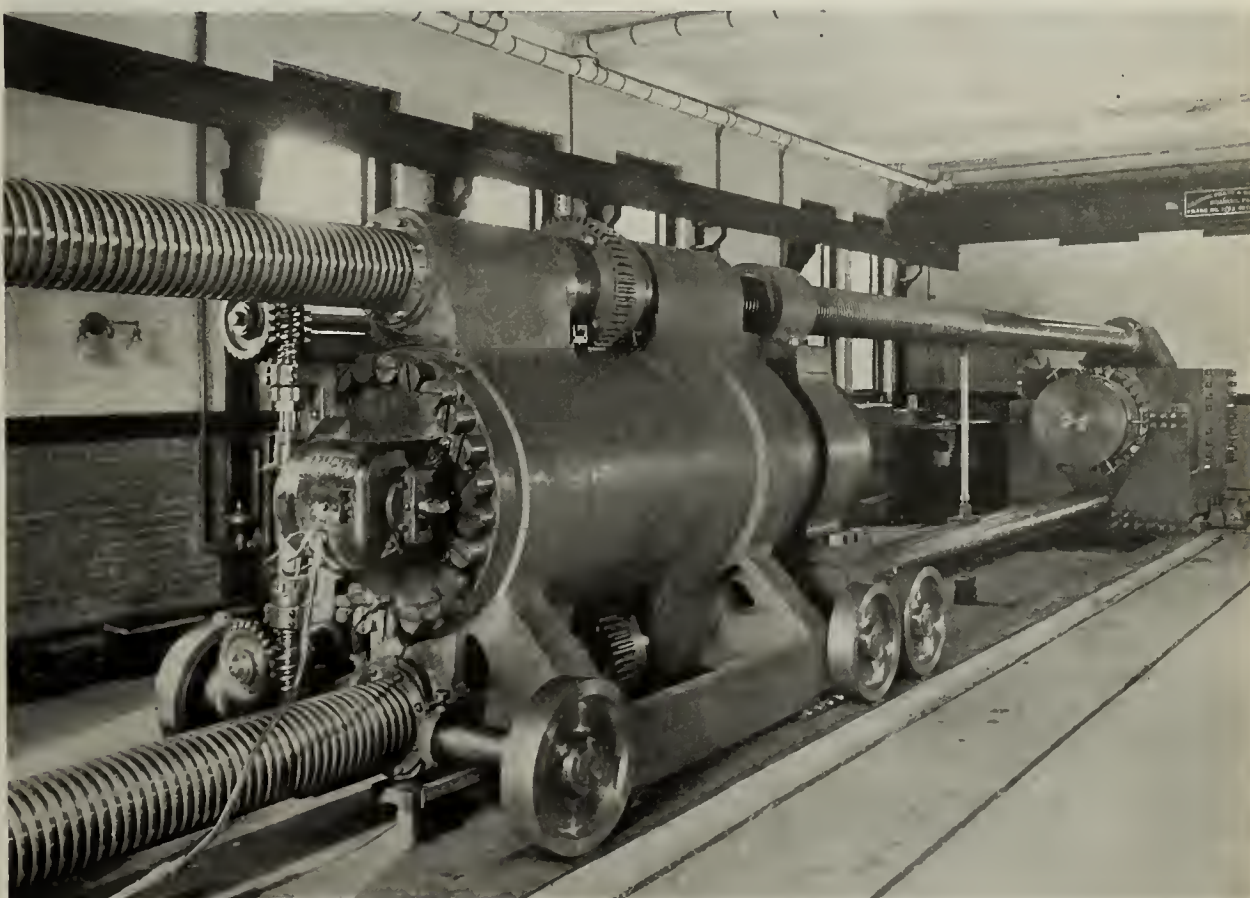
quality does not appear to be sufficient in the average case to exert great influence and my personal opinion is that any advantage which the wooden structure may possess on this score is more than counterbalanced by the additional cost of insurance. Undoubtedly, too, climatic conditions will prove a factor in all comparisons of storage conditions and thus we may expect somewhat different results in different sections of the country. You understand that the investigation which we are making has only to do with the keeping qualities of the grain in the different classes of receptacles. We are not concerning ourselves with structural considerations. However, I cannot but feel, as a result of my personal observation, that any criticisms which have been directed against concrete elevators have been due in the main to faulty construction in individual cases rather than to any fault in principle."

At the U. S. Bureau of Mines it is stated that the investigation now in progress as to the explosibility of grain dusts in which the Federal authorities are co-operating with the Millers' Committee of Buffalo, does not contemplate any extensive probe of the relative merits of concrete and wood elevators although in the preliminary report of this investigation, issued a few months ago, it is declared that the size of receiving bins has direct influence upon the violence of explosions that may occur and the extent of fire damage.

In this connection, too, it may be of interest to grain men to note that Federal experts have recently rushed to the defense of the concrete silo as compared with the wooden silo. In a technical sense—that is, with reference to the principles of construction—a silo is, in effect, a miniature elevator or storehouse and consequently there is no little significance in the circumstance that the officials of the Department of Agriculture have, within the past few weeks, taken occasion to refute the aspersions cast upon concrete construction in an anonymous booklet, circulated in various parts of the country and illustrated with pictures of cracked and collapsed silos.

Discussing the use of concrete in this connection a Federal expert says: "Where lumber is cheap, or where stone and gravel can not be readily obtained,

properly reinforced, however, or they will crack. In some cases the cracking of the concrete silo is caused by too small a proportion of cement used in its construction. More often, however, the trouble is due to improper reinforcement. Aside from the matter of reinforcing, most of the failures of con-



POWERFUL TESTING MACHINE FOR CONCRETE IN THE U. S. BUREAU OF STANDARDS

crete silos have been caused by poor and insufficient foundation."

The National Bureau of Standards has not as yet entered upon an investigation dealing specifically and exclusively with concrete elevators but it has in progress research and experimental work along several different lines, every one of which activities

care must be exercised in selecting good materials and in so proportioning them as to obtain a dense mixture. The addition of so-called waterproofing compounds will not, it is contended, compensate for lean mixtures, nor for poor materials, nor for poor workmanship in the fabrication of the concrete. If the same care were taken in making the

concrete impermeable without the addition of waterproofing materials that is ordinarily taken when waterproofing materials are added, an impermeable concrete can be obtained.

Expressing his personal views for the benefit of the readers of the "American Grain Trade," Engineer-Physicist Rudolph J. Wig, the Bureau's expert on concrete construction, stated that in his opinion none of the accidents which have occurred in the case of concrete elevators or grain storehouses can be interpreted as indicative that concrete is not a suitable material for grain receptacles. In the estimation of Mr. Wig whatever mishaps have befallen are attributable entirely to structural defects, such as might appear in any concrete structure or to faulty foundation. As an example of the latter he cited the recent memorable instance in which an entire elevator structure at Transcona, Man., was

pending reinspection on the comparatively small number upon which reinspection is called.

The C. R. I. & P. Ry. was the first road to change its tariff, effective April 1, making it clear that it was its purpose to thereafter charge demurrage of \$1 per car per day while holding cars in the outer yards until the State Grain Inspection Department could reinspect the grain.

The other four railroads issued similar tariffs, but effective on dates later than April 1, apparently awaiting the lead of the C. R. I. & P. Ry.

A great many thousand cars of grain are brought into Chicago annually and it is remarkable how comparatively few of them are reinspected, but even on the few cars which are reinspected, these five railroads now seek to impose upon the shippers of grain an additional burden.

We are informed that the Chicago Board of Trade

cussed considerably, but which will not have much effect this year. That is the establishment of a direct line from the Northwest ports to Europe. At the present time only the smallest of the lake carriers can navigate the Welland Canal, but the improvements which are now under way on that structure will make the plan feasible for the largest carriers in 1918. The new canal will have seven locks 800 feet long with a bottom width of 200 feet and a surface width of 316 feet. The depth will be 30 feet, so that any vessel which can pass the Sault locks or the Lime Kiln Crossing below Detroit can be accommodated. It is planned to have the locks in operation for the 1918 harvest, and then indeed the direct European trade will have a tremendous influence on lake transportation. By that time it is predicted that the international differences growing out of the terms of the Seamen's Bill, making it possible for seamen to leave at any port, will have been adjusted and that seamen's wages will have been established on a universal scale, making American shipping better able to compete with foreign ships. If this end is accomplished foreign ensigns will be common sights at our lake ports, and the American flag will fly on the seven seas.

RISKS ASSUMED BY OILER OF ELEVATOR MACHINERY

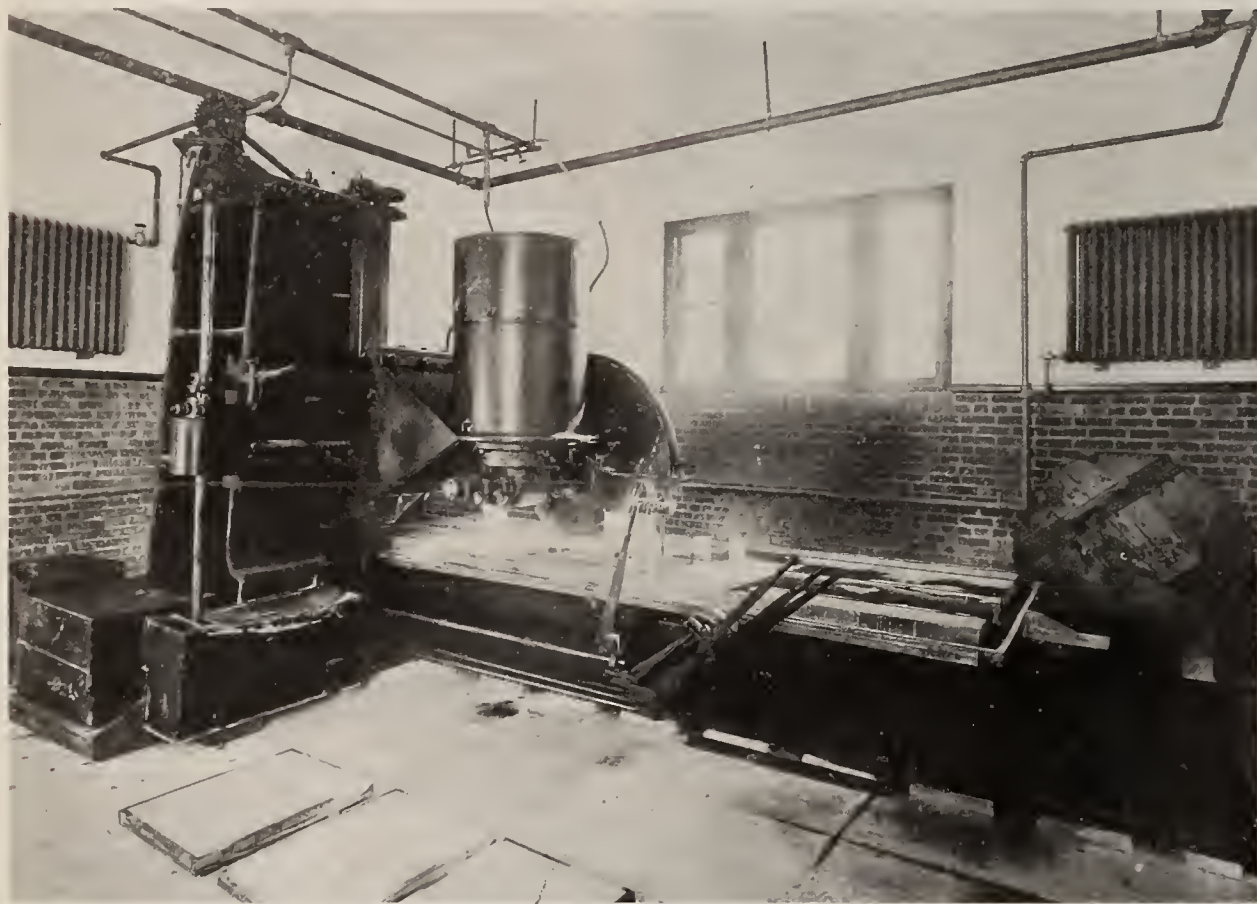
BY J. L. ROSENBERGER.

The Supreme Judicial Court of Massachusetts says that the plaintiff in the case of *Glavin vs. Boston & Maine Railroad* (100 Northwestern Reporter, 614) was employed to oil the bearings of the shafting on the first and second noors of the defendant's grain elevator while the machinery was in operation. In oiling the bearing of the shaft where he was at work when injured he was obliged to rest one foot on a narrow platform running parallel with the shaft, and the other foot on the handle of a shifting lever used to move the belt to and from the driving pulley. The shaft being at an elevation of 10 feet or more, the lever was worked from the floor below by use of dependent cords switching the power on or off at the will of the operator. While the plaintiff stood in this position, bending over in the act of pouring oil into the oil hole of the bearing, an acting superintendent directed another employe to pull the lever in question. The order having been obeyed, the plaintiff's footing gave way as the lever moved, and he fell into the machinery.

One count of the plaintiff's declaration was for failure to warn him of the dangerous character of his employment. But from his own testimony he was fully instructed when he began work as to the mode of oiling and the attendant dangers were pointed out. No additional warning or instructions could have given him fuller information of the dangers confronting him, and the defendant was not liable on this count.

Nor could the action be maintained on a count charging a defect in the ways, works and machinery. The mechanical equipment was not shown to have been out of repair, or its adjustment subsequently changed, making the conditions of service more dangerous, while the mode of oiling, even if inherently unsafe or abnormally dangerous, was known to and appreciated by the plaintiff at the time of employment.

The jury undoubtedly would have been warranted in finding that the superintendent knew of the scope of the plaintiff's duties, and the manner in which they must be performed. Ordinarily with such knowledge he should have considered the reasonable probability that the plaintiff might be oiling the shaft when he ordered the power turned on, and the failure to take this precaution would have been evidence for the jury of his negligence. But it was undisputed that under the general system of operating the elevator, with which the plaintiff was fully acquainted, the superintendent, whenever in his judgment it became necessary, could start the machinery without having ascertained whether the plaintiff might be using the lever as a temporary foothold. The plaintiff had engaged to care for himself, and the order was not in violation of any duty owed to him.



ADDITIONAL CONCRETE TESTING APPARATUS AT THE U. S. BUREAU OF STANDARDS

thrown sadly out of plumb. However, the tanks themselves were uninjured and were brought back to normal position.

The tests now in progress at the Bureau of Standards that will be of prospective interest to elevator men include, in addition to the activities mentioned above, tests of full-sized concrete columns and tests of the strength of reinforcing rods. Among the inquiries received at the Bureau during the past year from men in the trade have been queries for methods of preventing the dusting of cement floors—a problem of obvious importance in connection with grain storage.

NEW DEMURRAGE CHARGES ARE IMPOSED AT CHICAGO

The Chicago switching district, in all parts of which grain cars are inspected, extends for considerable distances from the center of the city. It has been the general practice for many years for the railroads to hold cars in the outer yards for reinspection without imposing any charge such as demurrage. The fact that it might be considered improper or unfair to give shippers of grain to the Chicago market an opportunity to have their grain reinspected where the first inspection was unsatisfactory, had never been considered, even by railroad men themselves.

Now, however, the A. T. & S. F. Ry., C. R. I. & P. Ry., C. & N. W. R. R., C. M. & St. P. Ry. and C. B. & Q. R. R. apparently feel that, notwithstanding the great tonnage that the grain affords their lines, and which yields them enormous revenues, they should charge the grain producers of this country \$1 per day for merely holding the cars on track

has protested to the State Public Utilities Commission of Illinois and to the Interstate Commerce Commission, requesting suspension of these unreasonable rules.

THE LAKE SHIPPING OUTLOOK

A number of factors now being discussed in lake shipping circles, promise to make the development of the season interesting. Heavy tonnage has been chartered for the opening of navigation and it is predicted that the first rush will about clean out the supplies held in storage in the Northwest. Contracts for early tonnage have been closed at from 1¼ to 1½ cents to Buffalo, and most of the shippers are pretty well covered.

That there will be less idle shipping during the early summer than was supposed, is now assured for the reason that many of the lake steamers have been chartered or bought outright for the coast trade or for European service. The high ocean rates offer great inducement to ship owners in spite of the dangers incident to the traffic. It is reported that 25 Canadian steamers are under charter to be taken from the lake trade, and that half a dozen more will probably be engaged before the season opens. As yet only three American ships have been sold, but options have been taken on others and charter proposals have been advanced for a considerable tonnage.

The effect of this hegira of lake carriers will not be felt to any extent until fall, when the Spring wheat movement from the Northwest reaches its height. At that time the diminished tonnage is liable to cause more than the usual congestion.

There is one other factor which has been dis-

The Great Master Scale of Minnesota

First Authorized Description of the New Calibrating Scale—How It Will Benefit the Grain Trade—Reasons Why the Scale Was Necessary—Interesting Construction Details

THE Minnesota Railroad and Warehouse Commission is required by law to supervise the weighing of grain received at and shipped from the terminals of St. Paul, Minneapolis and Duluth, and other points in the state that may be designated by the Commission as terminal points, or to which they may assign such service, on the application of any mill or elevator interested. The Commission is also charged with the supervision of the weighing of coal in carload lots shipped from any distributive point in the state, which means at the present time, Duluth. It is also obliged by the state laws to supervise and regulate of the weighing of cars and carload freight on track scales owned by the various railroad companies of the state or used by them in the interchange of their business. Upon it also devolves the duty of directing the installation of track scales wherever the same in its opinion may be deemed necessary.

In carrying out the duties imposed upon the Commission by the various laws that have been enacted relating to such subjects, many kinds and types of testing apparatus have, from time to time, been purchased and used by those employes of the Commission directly in charge of the inspection, testing and calibration of weighing machines handling the traffic.

Incident to the testing and calibration of track scales, the Commission found it necessary to purchase a track scale test car, which equipment was later augmented by the purchase of two additional test cars. These cars are used only in the employ of the Commission for the testing of track scales within the state of Minnesota and are handled on the different lines of the state by the various carriers, free of charge, on the direction or billing of the accredited scale inspector of the Commission.

It was found that without a Master Track Scale it was extremely difficult to prove up the testing equipment and standards of the Commission, so as to preclude all possible doubt of their accuracy.

In addition to this, there are at the present time 224 track scales in the state, aside from the 34 or more track scales in the grain service at mills and elevators at Minneapolis, and few of these were built or constructed along the same lines.

The construction of new scales and the rebuilding of many of the track scales in the state by their owners resulted, until the Commission's requirements for pit scale construction were formulated, in the building of scales to various plans, no two

concerned, so that this construction might be viewed by contemplated purchasers and scale manufacturers to enable the closer following of the Commission's requirements for pit scale construction.

Blue prints showing the construction of this Master Scale completed last year are now available to all who may seek them for construction following this type of a scale. It should be mentioned that while there was installed a Fairbanks Scale, the requirements of the Commission, in this respect, are so drawn as to permit the installation and construction of any manufacturer's track scale. These requirements relate only to the foundation for and installation of pit scales, and do not touch upon the manufacturer's side of the question, as to the type of construction, the adequacy thereof, the size or strength of the scale itself. The standardization of construction along the lines indicated has resulted very favorably as has been shown in the results of the past year in the construction of new scales throughout Minnesota, the various carriers in the state having built 29 new scales and remodeled 11 old ones to meet, or to very closely meet the Commission's requirements which were established November 13, 1912.

The Master Track Scale, completed and in service, was officially calibrated and sealed, after a most exhaustive test by the Federal Bureau of Standards, July 16, 17 and 18, 1914. It was found to be sensitive to 2 pounds on the platform when the scale was under a load of 100,000 pounds. By this is meant that 2 pounds placed in any position on either one of the weighing rails of the scale would move the pointer on the end of the beam over a scale division of the indicator slide which was placed on the trig stand. The scale is used only for the testing and proving of the correctness of the Minnesota Railroad and Warehouse Commission's standard railroad test cars, and the railroad test cars of

the various railroad companies operating within this state desiring that service. No charge is contemplated, nor has any charge been made for the testing and sealing of the test cars of the carriers that have been submitted for standardization.

The scale house and scale are located at Minnesota Transfer in the Midway District, which is approximately midway between St. Paul and Minneapolis, on ground provided for the Minnesota Railroad and Warehouse Commission by the Minnesota Transfer Railway Company. The scale is on a stub track



FIG. 1.—THE SCALE PIT AND SCALE OFFICE Showing Foundation Piers and Anchor Bolts in Place.

of which might be said to be alike. Furthermore, in addition to the Commission's test cars the various carriers in the state acquired testing equipment of similar character.

The need of a Master Scale for the accurate sealing or calibration of the test cars of the Commission and those of the carriers, if they were to be of service in the testing of their own scales, seemed imperative. Such a scale, it was deemed, must necessarily be a model in point of construction, so far as the foundation and setting were



FIG. 2.—UNDERNEATH THE SCALE OFFICE Showing Ladder to Scale Pit and Drain in Neck Wall.



FIG. 3.—THE SECOND STEP IN THE INSTALLATION Scale Levers in Place Before Weigh Bridges Have Been Set.

which was graded up and prepared for the Commission, and rails laid by the Transfer Company up to the scale house. Later, after the scale rails were laid, the track was extended on through the scale house to a stub end.

Both ends of the large scale house are provided with roller curtain steel doors, the opening in each end being 17 feet in width and 22 feet in height. These doors are both operated by hand chain blocks, and are equipped with specially made springs, designed to assist in their easy manipulation.

The illustrations show the progress of the construction work and they have been numbered so that the readers of the "American Grain Trade" will be able to follow them closely with the description.

The first illustration, Fig. 1, represents the scale pit and scale office with the anchor bolts set in the foundation piers, and anchor bolts set for car puller and motor, the construction being ready to receive the scale irons. Fig. 2 gives a view of the ladder from the scale office to the scale pit and a view of the drain provided in the neck wall. Fig. 3 shows the scale levers in place before the weigh bridges have been set. Fig. 4 shows the next step with the weigh bridges, car puller and motor in position. Fig. 5 shows the scale completed ready for the weighing and dead rails.

In Fig. 6 the completed scale is shown with the steel weather protecting strips turned back, the Federal Government's testing apparatus in position, ready to be run on to the scale for an official test, together with various members of the Ninth Semi-Annual Convention of the National Association of Scale Experts, which held one of its day's meetings last July at the Master Scale House at Minnesota Transfer.

A view of the full capacity type registering beam of the Master Scale is given in Fig. 7, showing the opening through the 6-inch concrete mat over the neck walls, through which the steel yard rod passes in its connection between the end of the fifth lever and the shelf lever.

The last of the series of pictures, Fig. 8, presents a view of the testing truck and weights of the Bureau of Standards, the wheel base of the truck being 5 feet 6 inches, and with the loading shown, imposes a weight on the scale of an even 100,000 pounds.

Referring to Fig. 6, it will be noticed that the steel weather strips are turned back so as to expose the only opening through what is termed the "rigid deck," these strips covering the opening along the live rail. The wooden blocks shown at the ends of the strips are so placed in order to prevent foreign matter from blowing or falling into the scale pit. Immediately adjacent to the blocks in question, on either side of the scale, will be found two small iron wedges. The one on the left hand side in the figure is shown, perhaps, a little more distinct than the other. These two wedges are used to close the openings between the scale rails and the lead or land rails when a testing load is being moved on the scale. The wedges are so placed as to prevent a change of balance.

The scale is constructed on the well known Fairbanks Lever System in which a series of transverse or main levers transmit the load to a line of longitudinal extension levers, which in turn transmit to the fifth lever and thence to the weighing beam, through a shelf lever.

The scale is 54 feet long, is built in 4 sections

and has an effective weighing rail of 50 feet, thus providing a protective over-lap of 2 feet at each end. The deck of the scale is of the rigid type, and is supported by I-beams.

Attention is called to Fig. 5, showing the transverse I-beams in place, with the cast iron chairs to receive the dead rails bolted to the tops of the transverse I-beams. In the same picture will be seen the top of the cast iron pedestals, showing between the beams, on which the weighing rails of the scale are to be placed. The lever stands were



FIG. 4.—WEIGH BRIDGES, CAR PULLER AND MOTOR IN PLACE

designed to be placed directly on the concrete foundation.

In designing this scale, a theoretical load of 330,000 pounds was assumed as being evenly distributed, or as 150 tons, plus 15 tons of a dead load, as that load which was acting on the lever system. This loading assumes 82,500 pounds per section, 41,250 pounds per main lever and 4,125 pounds per lineal inch on main lever knife edges.



FIG. 5.—COMPLETED SCALE—READY FOR WEIGHING AND DEAD RAILS

The minimum unit working stresses allowed were as follows: Cast iron in tension, 1,875 pounds per square inch; cast steel in tension, 5,000 pounds per square inch; wrought iron or soft steel in tension, 9,000 pounds per square inch.

The main levers are steel castings with load and fulcrum pivots 10 inches long. Both of these pivots are continuous and the design is so arranged that they are accessible for inspection and cleaning. In this connection Fig. 3, showing the levers in

place before the steel weigh bridges have been set, should be noted. The accessibility of the knife edges and bearings in the main levers is apparent.

The end extension levers are 11 feet and 10 inches long with fulcrum 17.04 inches, the load and fulcrum pivots are $1\frac{3}{4}$ inches square, arranged so as to give a bearing of $3\frac{1}{2}$ inches at each side of the lever. The pivots in the tip nose iron are of the continuous bearing type and have a 3-inch continuous bearing surface.

The middle extension levers are 14 feet 6 inches long and have fulcrums of 10.44 inches; the load and fulcrum pivots are $1\frac{3}{4}$ inches square and are arranged with $3\frac{1}{2}$ inches of continuous bearing surface on each side of the lever. The tip nose iron pivots are of the continuous bearing type arranged with a 3-inch continuous bearing surface. The fifth lever is 9 feet long with an 18-inch fulcrum, the load pivot is $1\frac{3}{4}$ inches square, the fulcrum is $1\frac{3}{8}$ inches square.

The load and fulcrum pivots in both the main and extension levers are heavily reinforced by metal cast integral with the levers, so as to eliminate bending strains.

The levers are arranged so as to give a multiplication of 40 at the end of the extension levers, 200 at the tip of the fifth lever and 800 at the butt of the weighing beam. All levers through the scale are equipped with friction steels.

All extension lever stands are equipped with adjusting rocker steels, so as to maintain a full line contact with pivot edges at all times, and all of the stands throughout the scale have the bases planed where they come in contact with the concrete, so as to provide as complete a bearing surface on the foundation piers as possible.

In this connection it may be observed that the concrete piers shown in Fig. 1, Fig. 2 and Fig. 3 are all built to exact dimensions and all of the same height, the top surface of all of them being in the same plane.

The main bearings are of the Fairbanks suspension type whereby the load is transmitted in each bearing through two forged suspension links which engage with an adjusting rocker, which in turn connects with a cross bar spanning the vertical lags of the main bearing. The tops of the bearings are provided with adjusting wedges, designed with a vertical range of $\frac{1}{2}$ inch. Both the tops of the bearings and the wedges are machined, so as to insure a perfect contact and to distribute or divide the weight evenly over all bearings.

Four longitudinal checks are provided and they are arranged with a substantial connection to the main or platform girders and to an anchor imbedded in the end walls. Transverse checks are connected to projections on the extension lever stands and the main bearings. All check rods are furnished with screw adjustments.

The weighing beam is constructed of high-grade close grain cast iron, graduated 300,000 pounds by 20 pounds, accurately notched, fitted and sealed with the utmost care. The beam is of the latest type and is equipped with a printing attachment so that impressions may be taken on the ordinary weight ticket. On the right hand end of the beam, as the operator faces it, there will be noticed a small pointer fastened to the beam and on the side of the trig loop a graduated scale has been placed, the two combined being in the nature of an indicator to the operator to enable him to accurately and minutely take his balances.



FIG. 6.—SCALE WITH STEEL WEATHER STRIPS TURNED BACK

The main weigh girders, or in other words, the platform I-beams of the Master Scale are composed of two 24-inch 140-pound steel I-beams, one girder being used at each side of the scale. These I-beams are securely tied together by means of transverse bracing, so as to make a rigid bridge construction. Each of the beams is cut at two sections of unequal lengths, the sections riveted together with a standard splice; the splices are staggered, so as to fall over different sections of the scale. These beams are shown in position in Fig. 4. The cross bracing of the weigh bridges should be noted. On the tops of each one of these beams will be seen struts to which the platform ties are bolted.

The dead rail beams are shown in Fig. 5 with the rail seats bolted fast thereto. These beams are stands called the dead rail beams, as they support the dead rails. In this scale there are 23 of these beams made of 15-inch 74-pound steel, which, in addition to carrying the dead rail, also carry the deck of the scale. The scale deck is made of 2-inch yellow pine matched flooring, the joints of which are laid as tightly as possible in white lead.

The foundation walls, piers and entire concrete work is of reinforced concrete, constructed to conform to the requirements of the Railroad and Warehouse Commission except in some cases where the construction exceeds the requirements of the Commission. The bottom slab, or the concrete mat which the requirements call for was made 3 feet in thickness and was laid on a clean dry gravel bed. This mat is heavily reinforced in both directions.

The piers to receive the scale section frames, the side walls, the end and approach walls and the neck walls, were all formed to and built into the mat, being also heavily reinforced in all directions so that the entire concrete structure is, as near as may be possible, one monolithic mass. The reinforcing steel used was of various sizes and dimensions.

The neck is covered with the regulation 6-inch reinforced concrete slab into which is built a piece of 6-inch soil pipe, 7 inches in length. This pipe is set upright flush with the bottom of the slab so that the finished end of the pipe projects 1 inch above the surface of the finished top of the slab. This provides the opening in the slab through which the steel yard passes in forming the connection between the tip end of the fifth lever and the shelf lever.

All anchor bolts for the anchorage of all of the scale section frames, fifth lever and the lead rail switch points, were accurately located and placed

the same plane, so as to eliminate any shimming or cutting to bring the scale section frames to a proper height. Too much emphasis cannot be laid upon this feature of the construction. The founda-

tion of a scale must be properly constructed if adequate results are to flow from the weighing machine after its installation.

The forms for the scale section piers were made to exact dimensions and were placed one-quarter of an inch higher than the finished top of the piers were to be left. The anchor bolts were securely and properly located and the concrete poured. As soon as the concrete had sufficiently set to permit of the removal of the forms, they were taken down and the tops of all piers were dressed off, troweled smooth and level in all directions, and all in

the same plane, so as to eliminate any shimming or cutting to bring the scale section frames to a proper height. Too much emphasis cannot be laid upon this feature of the construction. The foundation of a scale must be properly constructed if adequate results are to flow from the weighing machine after its installation.

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the same plane, so as to eliminate any shimming or cutting to bring the scale section frames to a proper height. Too much emphasis cannot be laid upon this feature of the construction. The foundation of a scale must be properly constructed if adequate results are to flow from the weighing machine after its installation.

Over the neck walls, to house the beam and to provide for an office, such as ordinarily ought to be constructed in the case of all track scales, a small scale house was built. This house followed the requirements of the Commission as to observation windows and lighting. The dimensions of the houses are somewhat larger than the minimum prescribed, which is not less than 4 feet in width, and long enough to provide for a complete and full setting of the beam with a full window in front the full length of the beam, the beam to be set independent of all other structures.

In order to provide all possible protection, the entire scale was covered with a frame house, stucco finished on the outside, and patent roofing applied, making the structure, as nearly as possible, fireproof from the outside to preclude danger from sparks from passing locomotives.

A Minnesota Clearance Law passed by the Legislature of 1913 is responsible for the size of the house referred to. The features of this law which required the construction of so large a house were those requiring a vertical clearance of 21 feet from the top of the rail to the nearest overhead obstruction, and a horizontal clearance of 8 feet from

the center line of the track to the nearest lateral obstruction. This, of course, necessitated the construction of a house much larger than ordinarily would be built, if the scale were to be used only, for all time,



FIG. 7.—THE TYPE REGISTERING BEAM OF THE MASTER SCALE

the center line of the track to the nearest lateral obstruction. This, of course, necessitated the construction of a house much larger than ordinarily would be built, if the scale were to be used only, for all time,

tion of a scale must be properly constructed if adequate results are to flow from the weighing machine after its installation. Agreeable to the requirements of the Minnesota Commission, the platform ties, which are laid transversely across the tops of the two platform I-beams or weigh girders, were made of sound dressed fir, on the tops of which are placed the rail chairs to receive the live rails of the scale. These rail chairs are bolted to the flange of the platform I-beams through these wooden ties, two bolts being placed in each end of each tie, staggered. The rails are held in place in the rail seats by rail clips and to prevent their crawling, each rail is equipped with 12 anti-rail creepers applied to each rail each way from the center.

The live rails of the



FIG. 8.—TESTING TRUCK AND WEIGHTS OF THE BUREAU OF STANDARDS

as a scale for calibration or sealing of test cars. The size shown was provided so as to take care of any future movement of locomotives or trains through the house, should the future demands require such movement.

By reason of the fact that the Minnesota Transfer Railway Company is not in a position to furnish switching service, plus the further fact that in the opinion of the Grain Inspection Department, it was not advisable to permit the movement of test cars or test loads on the scale with engine service, a small motor and car puller were provided for. This equipment shows in Fig. 4 and Fig. 8.

The provision of this apparatus for the moving of test loads on the scale is a necessary one in view of the fact that the testing apparatus of the carriers and of the Commission does not move under self-applied power.

AN UNUSUAL ACCIDENT

There are a few wild animals which will go out of their way to attack a man, but when a freight car leaves its habitual haunts to assault a defenseless elevator it is too much. And yet that is what

Grain Trade on Impersonal Basis—Price the Important Element—Lack of Personal Touch Often Loses Business—Where a Salesman's Influence Counts.

By G. D. CRAIN, Jr.

THE fact that grain is constantly fluctuating in value, making unremitting study of market conditions a prime necessity on the part of the dealer, has a disadvantage, not to mention others, in that it has made nearly every grain buyer a price buyer. In other words, the talk that most people in the grain trade are accustomed to hear has to do less with quality than with price, and the usual transaction resolves itself into a haggling match, in which each side tries to beat down the other.

Business is secured by the average wholesaler by the expedient of getting out his prices as rapidly as possible every day, bombarding his trade with telegrams when conditions seem to make quicker action desirable, and, in general, having in mind the

vator men. Generally speaking, however, the contact which is made between the buyer and the seller is established electrically—by wire—and the personal equation which is supposed to dominate the sale in other lines is conspicuous usually by its absence.

Moreover, some grain men feel that to attempt to introduce it would be a mistake. They hold that the trade is educated to buying on price, and that it would be impossible to change this condition. To put a salesman on the road, for example, they believe would be adding a useless expense, and that he would be unable to do enough business to pay his way. Hence the plan of doing business at long distance, with all of the chances for error and misunderstanding which it invites and encourages, is regarded by them as certain to continue the standard method of handling the grain trade.

But while it was pointed out above that the average buyer is a price buyer, and the average seller a price seller, it must not be forgotten that quality, while seldom spoken of, is an underlying and fundamental feature of the transaction. The very grain man who insists that he can make a sale only when he makes the best price is likely to tell you in the next breath that he frequently gets prices above the market because he can deliver something a little better than the average.

"Why," said a successful grain man in an Ohio Valley market, "I have been offering No. 2 red wheat at 2 cents above the market and getting it from our customers right along, because I have made it clear that it runs better than the grade would indicate. Those who have been doing business with us know that we mean what we say. On the other hand, I frequently buy unusually good stuff from certain concerns at better than the usual prices, because I have confidence in them. Others, no matter what they say, and no matter to what extent they offer to guarantee satisfaction with their offerings, could not get a rise out of me in a hundred years."

Thus it seems that the price buyer is considering, subconsciously, perhaps, but nevertheless considering, the thing which is back of the price, and the character and policy of the house which is making the price. In other words, the price must be backed by quality in order to get consideration.

If this is so, then the argument that personal work is not worth anything, because price is the only element which is taken into account in selling grain, falls to the ground, for personal work, more than anything else, helps to establish the atmosphere and the foundation of good feeling and mutual confidence which makes it possible to do business on the price basis with satisfaction. Merely establishing a personal relationship, without offering the right kind of service and the right kind of price, would of course not make sales; but personal relationship, coupled with other advantages, will swing the scales in that direction. Other things being equal, the concern which has established itself personally with its customer will get the latter's business.

And it is not only the mere fact of getting on that kind of footing with the grain buyer that counts, but it is because a representative in the field can learn things which can never be found out in any other way that the possibilities of such work are so great.

Not long ago a grain company which had decided to market feed in even-weight 100-pound sacks in a certain territory built up quite a satisfactory trade in this connection. Gradually, however, it began to lose the business, and though it wrote letters and used the wires frequently in an effort to land the orders, it was unable to hold its own. Ultimately the trade which it had established by virtue of originating the idea of even-weight pack-



A DUEL BETWEEN FREIGHT CARS AND ELEVATOR AT SHELBY, NEB.

happened to the farmers' elevator at Shelby, Neb., recently. The ferocious car leaped over a broken rail as it was being backed onto the siding, and before the elevator could get out of the way it had bitten a big piece out of its side.

The north side of the building was shoved about six feet off its foundations and the entire house was pretty badly shaken up, necessitating very general repairs throughout the entire structure. The extent of the damage can only be ascertained after a thorough investigation by a competent builder.

Two men were in the office of the elevator at the time of the accident. They were not hurt, but were much alarmed for the safety of Mr. Petteys, the manager, and another man who, but a short time before, had been in the very part of the house that was crushed in. Fortunately, however, the two men had left the building before the accident occurred and except to the house itself no casualties occurred.

There were over 4,000 bushels of grain in the elevator, and the corn, oats and wheat were hopelessly mixed and were exposed to the weather. The first care, therefore, after the damaged corner had been propped up to release the car, was to rebuild the track so that cars could be brought in to remove the grain.

question of trying to make as attractive a price as possible, and put it in the hands of prospective customers as quickly as he can.

In fact, the effort along this line has resulted in some members of the trade, who must therefore be ranked among the progressives, installing complete printing offices of their own, and following the close of the market making the necessary type changes and running off the firm's quotations so quickly that the post-cards or letters containing them are in the postoffice within an hour and a half after the close of the market. This is accomplished by means of one of several machines now on the market which enable type to be set up and work to be got out in the form and with the appearance of ordinary type-written matter.

With hurry-up methods of price-quoting in view, with daily or hourly changes of values becoming effective, and with the constant talk of price, price, price it is easy to understand why grain dealers do business with others for years without ever seeing them, and why the personal element which is so large a feature of other work is so nearly eliminated from the grain trade. Of course, grain men do meet each other at the conventions, and the wholesalers in the big markets make a point in many cases of having their representatives at the meetings of the state associations, composed largely of country ele-

ages was entirely weaned away, and the only solution that presented itself was that the buyers had tired of handling the material in that form.

Only by accident were the real facts of the case developed some time later on. The head of this concern happened to run across a dealer from the section to which the shipments had been made, and over their cigars, following a good lunch at the grain man's favorite restaurant, they talked about conditions, finally leading up to the question of the feed trade and the 100-pound sack business.

"Whatever happened to that proposition?" the wholesaler inquired. "We used to have quite a business in even-weight packages in your section."

The visitor laughed apologetically.

"Somebody is still getting it," he said.

"Tell me about it," the other suggested.

"Well," explained the local dealer, "you see, your house was shipping 100-pound sacks, net, into our territory. Some concerns in other sections began offering sacks containing 92 to 96 pounds. They were not marked with the weight, but the difference was so slight that we found the retailers and consumers paid no attention to it. The price was somewhat lower, of course, and the discrepancy gave everybody a chance to make a little more money on it."

"And the consumer paid the freight," added the wholesaler.

"Sure," replied the dealer, "he always does."

"Well," returned the local man, "if I had known what kind of competition I was up against, I could have fought the devil with fire. I would assuredly not have misbranded my sacks as to contents, but if the trade wanted less than 100-pound sacks, I could have given them as well as anybody else."

"We didn't know that," said the dealer from the consuming territory.

Here is one little instance, right out of the day's work, showing in a negative way the influence of personality. In the first place, the grain company was unable to learn through the usual channels of communication the exact facts regarding the competition which it had run into, and it lost all of the business which it had built up as the result of the conception and execution of an excellent merchandising idea, regarding the packing and weight of its product. In the second place, personal contact with one of those familiar with the fact did bring out the conditions, and explained, too late, unfortunately, just what had been happening. Had the grain company been on a personal basis with its customers in that field originally, it would have learned promptly the sort of attack which was being made on its business, and would have been able to deal with it effectively. Certainly it would not have been in the helpless position it actually occupied.

Take another example—there are plenty of them, and every dealer can recall them.

A big buyer of feed, who purchased material for a large stable of draft animals, was in the market for a car of oats.

A well-known and responsible house quoted on a straight grade of No. 1 oats.

Another concern got into the competition and offered to supply a car of its "Diamond Bar" oats, sample enclosed, for a cent less.

The buyer looked at the sample, decided it was reasonably good, and bought "Diamond Bar."

The first house didn't know why it had lost the business—it had no one on the ground; but later on it happened to see some of the oats which were delivered, and examined enough to know that a considerable percentage of the "Diamond Bar" delivery consisted of barley screenings.

"I could have sold barley screening for less than the price of No. 1 oats," ruminated the dealer, who had acquired this thirteenth-hour information, "but the customer said he wanted oats. That's the sort of thing you're up against!"

Well, if that's the sort of thing you're up against, why not adopt a form of defense that will get results? A live salesman in the field could have examined the sample and pointed out the fact that it was not up to grade, and met the competition promptly and effectively. In fact, the possibilities

of this system were indicated in the experience of the head of a grain concern, which believes, in a tentative way, in personal work. He made a swing through the territory in which his house sold, for the purpose of getting acquainted with the trade, and doing as much business as he could, incidentally.

He bumped into a customer who was getting ready to place an order for a big lot of feed material.

He had received a quotation from a certain concern a good many miles away offering the grain at what seemed like a low price. It was lower than the dealer on the ground felt that he could sell it at and come out at the large end of the horn. But he decided to use his wits.

"Let's see the sample that quotation is based on," he suggested.

The customer handed it over.

After scrutinizing it and running it through his fingers, the grain man leaned back and smiled.



THE ELEVATOR OF W. L. HUFFMAN, GEUDA SPRINGS, KAN.

Looking the buyer straight in the eye, he said, "If you'll give me an order for 25,000 bushels of this, I'll sell it to you for a quarter of a cent less than you have been quoted."

The buyer looked at him thoughtfully, and then reached a decision.

"No, I won't do that," he said; "but you can ship me 25,000 bushels of your regular grade at the price you quoted."

He had received from the manner of the dealer the suggestion that the sample was not all it should have been. This was the object of the salesman, of course, and, equally of course, he was bluffing to a considerable extent, though he knew that he could probably do as well as his competitor, provided he knew what the latter was quoting on. So he felt reasonably safe in putting up the counter-proposition, and was well prepared for the answer which he received.

It might be said that such a plan encourages "stalling" of this sort, and suggests illegitimate methods; but certainly the salesman on the ground, who knows his customer as well as he knows his own end of the business, can disarm unfair competition much more readily than it can be done by the dealer who is at the other end of a telegraph wire 500 miles long.

A shortage of wheat exists in North Africa. Stocks represent only two months consumption and purchases are being made in Argentina. Japan and Australia are also buying in Argentina.

Minnesota was the second state in the Union in the production in 1914, of three of the great staples, Spring wheat, barley and flaxseed; and third in oats and rye, according to the figures prepared by the United States Department of Agriculture.

WHERE GRAIN MOVES IN QUANTITIES

"Have handled lots of grain this year," writes W. L. Huffman of Geuda Springs, Kan. A glance around the auto show at Kansas City during the session of the Kansas Grain Dealers' convention would have given the impression that there were many others who could say the same. But few of them have a better house or finer equipment for its size than Mr. Huffman.

The elevator was built in 1907 and was operated successfully, so that when Mr. Huffman bought it five years ago from M. H. Nelson, a good trade was already established and has been added to considerably since that time. The original cost of the house was \$8,000. It has a capacity of 24,000 bushels and is operated by a 25-horsepower gas engine.

The equipment consists of a corn cleaner, a wheat cleaner, corn grinder, corn sheller, three grain elevators and a man lift. A 500-bushel hopper scale unloads directly to the cars on the siding of the

Kansas Southwestern Railroad, a branch of the Santa Fe.

Geuda Springs is situated seven miles from Arkansas City, Kan., and a running jump, or maybe two jumps, would take you over into Oklahoma. As a grain country it is hard to beat and Mr. Huffman gets a generous proportion. Besides the grain he handles a large quantity of coal each season.

GRAIN OPPORTUNITIES IN IRELAND

The rapid decrease in the agricultural products of Ireland has rendered the livestock industry considerably dependent upon importations of stock food. The imports of corn into Ireland in 1913 totaled 27,776,362 bushels valued at \$20,216,000; and other feeding stuffs were imported to a value of approximately \$6,000,000. Practically all the cereal foods used in that country are imported, and it has been estimated that home-grown wheat would not supply Ireland with flour for more than three weeks out of each year. The imports of wheat and wheat flour into Ireland in 1913 aggregated no less than \$29,189,034 in value. One advantage of the Irish farmer is the favorable weather condition during the winter. This enables him to actually produce crops of an average yield during that season. The use of Winter varieties of wheat and oats which manure in the early Summer and give room for catch crops, is strongly advised at present. Winter vetches can be put in along with Winter oats or Winter wheat, or can be sown on oat stubble, and in either case are cut in the very early Spring. Rye is sown after Summer vetches and potatoes and is cut in April. The scarcity of farm labor is given as the main reason for this decrease in production during the past years.



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This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, APRIL 15, 1915.

 Official Paper of the Grain Dealers' National Association
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A. J. MITCHELL,

Business Manager.

Sworn to and subscribed before me this 25th day of March, 1915.

PETER L. EVANS,

(Seal.) Notary Public.

(My commission expires September 19, 1915.)

Note.—This statement is to be made in duplicate, both copies to be delivered by the publisher to the postmaster, who will send one copy to the Third Assistant Postmaster General (Division of Classification), Washington, D. C., and retain the other in the files of the post office.

WAR AND PRICES

JAMES J. HILL is a name to conjure with in the Northwest, in fact wherever the history of the development of this country is known and understood. He made his great fortune by foresight, and so his predictions of the future are esteemed by leaders the country over. And yet his recent predictions that "the war will be brought to a speedy close because of the physical and material exhaustion that will ensue and is ensuing," and that the next wheat crop will sell for 70 cents a bushel, are generally discredited by the trade.

It may be that the European armies will not have to face another winter campaign, although

Germany has by no means said her last word, but the whole history of war and wheat prices contradicts Mr. Hill's latter assertion. For several years after the Civil War wheat was higher than it was during the struggle. Franco-Prussian war prices exhibited the same phenomenon, and the continued buying by the countries at war would indicate a lack of confidence in the reports of excess production this year. When such momentous issues are at stake history is the safest guide we know, and without pretense at Solomonic utterance in contradiction of so experienced a guide as Mr. Hill, there seems little warrant for his statement.

INTERFERENCE WITH FOREIGN TRADE

A NEW YORK journal devoted to commercial interests was recently asked by a reader what right England had under international law to hold up goods coming from or destined for Germany if carried in neutral vessels sailing between neutral ports. The editor answered as follows:

International law, as it used to be understood and applied, seems to be very lightly regarded by any of the belligerents in the present conflict. If England can find a way to hamper German trade, even though it be carried in neutral vessels, we believe it is her right to do so under any international rules new or old. It is a legitimate war measure for one belligerent to stop all trade carried on by the other with any country by any means.

In times of peace commerce is surrounded by a magian circle, fatal to all who cross. But the War God strides into the sacred precinct, obliterates the charmed line and laughs at the feeble incantations of the baffled charlatans who would oppose him. It is difficult to readjust our sense of proportion to a higher law than profit and loss. Compared with a nation's honor or a country's prestige, trade is a feeble thing, and in this time of international upheaval we must regard it from the world's basis, not from the narrow confines of our own selfish interests.

CO-OPERATIVE DIVIDENDS

THE papers of the Middle West have been well supplied with accounts of co-operative elevators' yearly meetings with dividend distributions to stockholders of from 10 to 100 per cent. Just how such companies continue to delude their patrons into the belief that they are really co-operative is a mystery, but many of them continue to play upon the popularity of the name, and the stockholders salt away their profits and say nothing.

There are many successful and well managed co-operative companies which are really co-operative in distribution of profits as in the mutual support of the undertaking, but these have nothing to do with those stock companies which trade on the farmers' prejudices for their own aggrandizement. In one case under our notice the value of the \$20 shares leaped from par to \$52.78. This was in Iowa where the farmers made such a fuss a few years ago against private elevators and line houses. In the face of such meek acceptance of the new conditions where co-operative stockholders take the profits, it becomes more easy to believe that agitators can put over any kind of a game if they do it under a popular name. Perhaps the boys, swimming in Iowa creeks, welcome the bloodsuckers

on their toes if they happen to be co-operative bloodsuckers; cheese from a co-operative creamery doubtless smells of the woodland violet which, in modesty, the private owners emulate. Let the co-operatives reap their profits, but let them not defame the private houses while they are doing it.

GETTING READY FOR CONVENTIONS

BEGINNING April 16-17, when the Western Grain Dealers' Association holds its convention at Omaha, the annual season starts in on what appears to be an important and interesting series of grain meetings. On May 12, the Illinois dealers convene at Urbana, Texas at Galveston on May 24, Niagara Falls welcomes the National Hay Association on July 6, and Peoria extends her lavish hospitality to the National Grain Dealers' Association on October 11. For the past nine months the trade has been surfeited with excitement; the eyes are astrain with long gazing at Europe; the sense of proportion and co-ordination has, in a way, been lost through the exigencies of each present moment; the natural conservation of the trade of necessity has been dissipated; and we have lost sight of questions which before seemed all-important.

While the nervous strain of uncertainty has not abated, we have grown somewhat accustomed to it, as we do in time to any unusual condition, and these coming meetings will give opportunity once more for the sober consideration of the large issues which are permanent, and which will affect the trade for good or evil in peace as well as in war, in normal years as in these days of hysteria. They will provide a breathing space, and from the height of this reaction pinnacle we can again see the forest which has been lost to view because the trees were in the way. It will be upon this basis that we come together, and every meeting will be rich in accomplishment which no dealer can afford to miss.

The grain trade as a whole has reason to congratulate itself without stint upon the way in which it has come through the great crisis. Unprecedented situations have been met, unknown depths have been plumbed, strains which would wreck a structure less strong have been borne, and above it all rises a gratifying consciousness of the integrity, the common sense, and the courage of the grain trade of the United States.

MINNESOTA'S MASTER SCALE

LAST year the Minnesota Railroad and Warehouse Commission installed a Master Track Scale. The announcements made through daily newspaper channels were quite brief and it was evident that the Commission was not seeking publicity, but rather actuated by a desire for efficiency. Needless to say, the interest of the grain trade was immediately aroused, because the installation of the new scale made it possible to prove the accuracy of the several hundred track scales in the state. Wisely it was decided to make the Master Track Scale a model of its kind, so that the construction might be followed by others.

After the completion of the scale, the "American Grain Trade" was promised the first of-

ficial article describing it, by the late F. W. Eva, then chief grain inspector. It is only recently, however, that the Grain Inspection Department has decided to make public a full description of the scale, but Chief Grain Inspector Emerson adhered to the instructions of his predecessor, enabling this journal to present to readers in the current issue, the first authorized description of what is probably the most remarkable scale of its kind in existence.

Grain men will be as much interested in the article as scale experts and although much of the matter is of necessity technical in its nature, it has many points of interest for the lay reader. The illustrations show the various stages of construction and the complete description embodying as it does the latest and most advanced ideas of scale construction should be extremely valuable for reference purposes.

SHALL THE GORDIAN KNOT BE CUT?

IT is related that Gordius, King of Phrygia, tied a yoke knot of so intricate a design that none could untie it. The oracle prophesied that he who should find the way of its undoing should rule over Asia. Alexander the Great tried to untangle the skein, but, failing, drew his sword and cut it.

King Gordius had nothing on Senator Cummins, whose bill, S. 4522, was passed at the eleventh hour by the late Congress and was signed by President Wilson on March 4. The bill restores the common law rule of liability for loss or damage irrespective of the terms of contract in the bill of lading. The bill of lading, approved by the Interstate Commerce Commission, allows the railroads to charge rates 10 per cent higher than tariffs when their liability is unlimited. The effect of the Cummins Bill, then, will be to raise automatically the rates on the 90 per cent of traffic that now moves under the limited liability rates.

Here is a tangle which will need an Alexander to dissect. The question is, will the I. C. C. wield the sword, or will it fumble for the hidden ends of the cord? On April 10 a conference was held by the Interstate Commerce Commission with the railroads to determine a course of action under the new law. Several solutions were offered. O. F. Butterfield of the New York Central lines proposed that the invoice price be eliminated from the bills of lading and that rates should be increased. The Southern Railroad offered an amendment to their bill of lading, and a five per cent advance in rates. Counsel for the live stock shippers proposed a suspension of the change until the fairness of the proposed rate increase could be determined. H. C. Barlow, chairman of the Executive Committee of the National Industrial Traffic League, representing 75,000 shippers, asked that the carriers go along under the present rates until it was seen how much payments for damages are increased by the new law.

The wide variance in the several proposals prompted Commissioner Clark, who presided, to suggest that all the parties at issue submit printed briefs before May 3, thirty days before the law goes into effect. The solution of the problem, therefore, is not yet in sight and can scarcely be forecast. It seems hardly possible, though, that the Commission would allow the

tariffs to go into effect without strong evidence that the increased damages would be equal to the high rate proposed. The Commission has been generous to the roads recently, but a further increase at this time in the established tariffs would not be received by it nor the trade with the same equanimity that attended the last rate increase.

EFFICIENCY VS. ECONOMICS

THE efficiency of the German war government continues to excite the wonder of the world. In no department has the mastery of detail been more pronounced than in dealing with the food situation. A minute census of the grain supplies has been taken and the most careful restrictions made as to milling of wheat and rye, the admixture of the various ingredients of bread by bakers, and the consumption of the finished product by the people, the latter being regulated by bread tickets issued by the Government. Even the disposition of waste has become a Government concern, every bit of edible waste being conserved for stock feed.

All of this detail was devised for the reason that there was a threatened shortage of food supply. Immense labor has been expended to conserve it, but the best means has been neglected. The restriction of consumption through increase in prices is the best method because it is the natural method. And yet one of the first acts of the Government, after the shortage was realized, was to place a maximum price on all foodstuffs, thus automatically destroying the effectiveness of a natural law as old as man.

IMPORTANT FREIGHT RATE RULINGS

THE Supreme Court of the United States has recently handed down two rate decisions which are important in themselves, but which are still more important in their implied insistence upon a point which has never been determined with any degree of certainty. Both cases referred to special rates; in North Dakota on coal and in West Virginia on passenger rates. The court held in both cases that the tariff on any commodity should be compensatory in itself, and that it was not enough that the railroads earned a fair return on their whole business within the state. This view is perfectly just and is applicable to every business, elevators included. Some houses which earn a fair rate of return get all of their profits from the side lines they carry, the elevator business itself paying no dividend. This is unbusinesslike in an elevator, and it should not be expected of a railroad.

The important point at issue in the decisions was stated by Justice Hughes to the effect that under a general scheme of rates the carrier must prove the fair value of the property employed in intrastate service. Here then is the crux, not only of these cases, but of every rate case that has been decided or which is yet to be settled. Every tariff relates back to the value of railroad property and the earnings upon the investment. Expert accountants declare that from the actual figures of any large corporation they can prove anything they wish, as to cost of operation, property account and net earnings. This is the battle ground of the Western rate case now before the Interstate Commerce Commission. The

railroads have produced figures to prove that their returns are inadequate. From the same figures Clifford Thorne and other state commissioners have shown that the tariffs pay a dividend rate higher than most industries can boast, and that the railroads are attempting to make the public pay for improvement and then charge them interest on the money which they have contributed. This is done by using profits for improvement and extension and then including such improvements in the property investment. So far as we know, with the exception of Wisconsin railroads, no information is available to determine in an unprejudiced manner what the real values of railroad properties are, nor upon how much of that property shippers should be expected to pay a return. Only the figures presented by the roads themselves are before the Commission, and it is hardly to be expected that such figures would be prejudicial to the roads.

The grain trade as a whole has been extraordinarily lacking in interest in this rate case. Perhaps it is because of the certainty that whatever the rate, the producer and consumer will pay it. But this is a narrow view to take as anything to the detriment of the trade will eventually affect all connected with it, no matter who pays the first cost.

ECONOMIC FORCES AND MONOPOLY

WE have a high regard for *Commercial West* when it discourses on banks and banking, its specialty. But in a recent editorial it denounces the Interstate Commerce Commission and its act as an economic blunder on the ground that autocratic rule is un-American. Rate fixing by the Commission is this autocratic rule to which objection is made. Concerning this point the journal says: "Commerce itself should be the court of last resort in rate-making. The price of transportation should no more be fixed by law or commission decree than the price of anything else. The free play of economic forces should determine all price."

If economic forces could have free play in railroad rates we could find no objection to this doctrine. But *Commercial West* fails to point out that the railroads of the country are a monopoly, and the very nature of a monopoly strangles that same "free play" in its cradle. The old railroad slogan, "get as much as the traffic will bear," and the elder Vanderbilt's no less famous declaration, "The public be damned," are typical of monopoly's attitude toward the public. Railroads, gas companies, municipal electric light and power companies, waterworks, and every other public utility which constituted a monopoly, were notorious hold-ups until the public came to demand some legislative restrictions to the piracies. Between the shipper and the railroad there is no natural economic law at work. The railroad said in effect: "If you don't like our rates keep your produce at home." The shipper must get his produce to market in order to live, so he had to take the dictation of the road in the matter of rates, which were just as high as possible short of starting a revolution. If this was "free play of economic forces," then *Commercial West's* idea of free play and fair play differs from ours.

EDITORIAL MENTION

Those firms contemplating building an elevator this year will find interesting information in the article on concrete construction in this issue.

And now comes an inspired economist from Philadelphia who would lower the cost of living by prohibiting banks from loaning more than 25 cents per bushel on wheat!

Great Britain declares she will contest the validity of the transfer of German vessels to American registry. So long as she doesn't contest Willard's victory over Jack Johnson we should worry.

From June to January last grain rates between New York and English ports jumped over 300 per cent. Insurance rates have been even more gymnastically inclined, but the foreign buyer remains oblivious to all but his need of bread.

The transcontinental railroads propose to meet the rates of ocean traffic from coast to coast via Panama. This will probably cause another deficit which we, in the middle, will meet by paying higher rates where there is no water competition.

Get together. If you are in a grain association, work with the other members for the good of all. If you are in a county improvement association, lend your best effort for the good of the community. You always get back more than you put in.

England has decided to pay for the value of the *Wilhelmina* cargo and losses incident to the diversion of the cargo. If the warring powers should attempt to pay all losses to trade they have brought about, the bill would make the war expenses look like a newsboy's savings.

Reports of Hessian fly and chinch bug continue to be heard from many sections of the winter wheat territory. It must not be forgotten, however, that nearly every infested field is reported and the aggregate looks large. But compared with the immense uninfested acreage bug damage shrinks to small proportions.

The recent grain census of Canada showed about 80,000,000 bushels of wheat in the Dominion, which means that over 35,000,000 may still be exported without disturbing the normal seeding and consumptive supply. It is a comfort to the pessimists to know that there is a supply of grain near at hand against the time that ours shall all be gone.

The Railroad Commission of North Dakota announces its intention to require more strict observance of the law in regard to licensing warehouses. All application blanks, bonds, and a copy of the storage ticket in use by the elevators must be in the hands of the Commission before August 1. Thus the people are protected. But how about the elevators? Why not require a bond of the farmers so that they may be made to deliver grain at contract price

on a rising market? Sure, they can be sued, but at a competitive point they have a bulge which they are not slow to take advantage of.

Corn from Java, India, and Oceania has been prohibited from entering this country because of the presence in those regions of *sclerospora maydis*, which causes the leaves of the corn plant to turn brown and dry up. Old Sol does all the drying necessary in our corn belt and needs no assistance from a foreign disease.

The Department of Agriculture in a recent bulletin announces the discovery of a new and efficacious insecticide which would be useful in the infested grain bin. The name of the compound is "para-dichlorobenzene," and we suggest that, if the fumes do not kill him, make the weevil pronounce it. That will surely get him.

Protest has been filed against demurrage charges on grain held in cars on account of the embargoes at various ports. The railroads assert their willingness to forego the charges, but have assessed them of necessity on account of an I. C. C. ruling. The Commission has the protest under advisement and the demurrage will probably be canceled.

The Western Union Telegraph Company has put into effect an order which makes each message bear the time at which it was received for transmission, without additional charge. This is something for which the grain trade has been working for many years and which will clear up any controversy as to the time of terms offered or accepted by wire.

Various statisticians have been busy showing that the present rate of export will bring the June reserve to the exhaustion point. But it is well to remember that as a money stringency brings to light many socks full of coin that did not appear in the bank statements, so the estimated minimum wheat reserve will be bolstered up by unexpected supplies that were not included in the recent Government report.

Grain inspection in Kansas continues to disturb shippers in that commonwealth because most of it isn't done in Kansas at all. A large part of grain from the Sunflower State moves through Kansas City, Mo., and is inspected by the Exchange of that city. Complaints of inspection are very few and the number of reinspections called for compares favorably with most markets where state inspection is in force. Perhaps the Kansas shipper is well off and doesn't know it.

The attorney general of Minnesota has been asked for an opinion on the legality of elevators discriminating against grade velvet chaff wheat to the extent of from one to three cents. Although velvet chaff is recognized in the official inspection as par with other hard varieties, millers have long agreed that it is more expensive to mill and therefore worth less to them than fife or blue stem. If the millers won't take it at the grade price, the elevators which supply the mills can hardly be expected to do so. If the attorney general attempts by law to force a condition which is not in accord with economic justice, it will only result in discontinuing grade

buying for sample buying or in the lowering of grade hard wheat price sufficiently to cover insurance against the additional cost of milling velvet chaff.

Now is the time to organize the neighborhood to improve the roads. On "Good Roads Day" most states have them and it is April 22 in Illinois, every elevator should exert its influence toward general neighborhood co-operation to mend the highways. Get busy and see that every road leading to your elevator is graded. It will mean good U. S. money to your patrons and to you.

The British prize court in disposing of the *Wilhelmina* case has laid down a new doctrine in international law. By this decree any neutral vessel may be requisitioned by the crown upon the payment of adequate indemnity by the prize court. This leads to speculation as to the intricate web of complication which would be woven had this Government gone into the merchant marine business.

A bill has been introduced into the Illinois assembly making car sweeping a misdemeanor, punishable by a fine of from 10 to 200 dollars, or imprisonment at hard labor. Car sweeping, because of the temptation offered by open cars in railroad yards, has been difficult of control, especially as women and children are so often the offenders. Something more drastic than petty larceny punishment seems necessary.

The deputy trade commissioner of Australia, P. E. Quinn, who was a recent guest in Chicago, in discussing the way in which his government had handled the wheat situation, is quoted as advising us: "When speculators are trying to force up the market let the government step in and buy up the wheat." This plan may work in Australia where the wheat output this year is 25,000,000 bushels. What would our Antipodean friends do with 900,000,000 bushels?

The placing of grain on the contraband list has tied up shipment effectively as many of the ship owners refuse to handle grain cargoes on account of the grave risks. Thus the moral effect of Germany's submarine blockade is established. In the meantime the side tracks of all the port lines of railroads are congested with grain cars. Even as far inland as Peoria, Ill., 800 cars, destined for Newport News, are being held waiting for some assurance of discharge at that port.

Alfalfa and alfalfa products are just beginning to come into their own. Several alfalfa banquets have been held quite recently with alfalfa flour used for bread and pastry, alfalfa tea and alfalfa salad. This has probably given some encouragement to a foreign investigator who has proved, to his own satisfaction at least, the rockweed which grows in profusion all along the coast is not only nutritious but appetizing as well. There may be some significance in the fact that the discoverer is a Belgian. It may also be true that rockweed may eventually be relished by the hungry hordes in the trenches, but at the present time it hardly appeals to American handlers of foodstuffs.

D. G. STEWART
Pittsburgh.

NEWS OF THE TERMINAL MARKETS

T. J. STOFER
Buffalo.

STOCKS AT NEWPORT NEWS IN VISIBLE

The stocks of grain at Newport News, Va., are now included in the visible supply as published on Monday of each week at 11 a. m. on all principal exchanges. The inclusion of Newport News was inaugurated March 29.

TRADE AND COMMERCE REPORT OF MERCHANTS EXCHANGE

The year book for 1915 of the Merchants' Exchange of St. Louis, Mo., appeared early in April. It is compiled under the direction of Eugene Smith, secretary of the exchange, and its 300 pages are a complete compendium of information on the business of the city of St. Louis for the year 1914, and receipts and shipments, production, distribution, prices, etc., are given on all grains.

A REVIVAL WANTED

A very active campaign has been inaugurated by Secretary A. N. Lent and members to start a boom and increase the membership on the Superior Board of Trade at Superior, Wis. The Board was established in 1887 and has a total membership of 97 which, it is expected, will be brought to 200, the limit under the corporation laws. Latent energy also will be transformed into a more dynamic quality so that Superior will become a real grain market.

MISS GERSTENBERG'S "ALICE IN WONDERLAND"

A review appears in *The Outlook* of April 7 of the dramatization of "Alice in Wonderland," by Miss Alice Gerstenberg. Miss Gerstenberg is a daughter of Erich Gerstenberg of the grain commission firm of Gerstenberg & Co., of Chicago. She has dramatized a number of works and is a young authoress who has already achieved much fame. The article referred to says in part:

Whoever is child enough to enjoy reading "Alice in Wonderland" should enjoy the dramatization of that unique book by Miss Alice Gerstenberg, recently presented in New York. She has shown a wise restraint of what might easily have been a mistaken literary ambition. Her play is little more than a selection of scenes from the two books, "Alice in Wonderland" and "Through the Looking-Glass," and a conversion of the language of those two stories into dramatic form.

A REVIEW OF THE OATS POSITION

The 1915 oats acreage should equal 40,000,000 or more. The largest acreages were those of 1913 and 1914, at around 38,400,000. The U. S. has raised only one small oats crop in 6 years—the 922 millions of 1911. Current domestic oats consumption is cut by alfalfa mixtures, but the old crop should be cleaned up. New York retailers claim their alfalfa mixture sales have doubled. Chicago dealers also report a big increase. The seeding situation as a whole does not indicate as yet a serious spring delay. U. S. oats exports to May 1 should be near 58,000,000. Eastern grain men believe Argentine oats about sold out and claim the U. S. is sold ahead 20 to 25 millions.

The U. S. March oats reserves of 379,000,000 were of course ample enough to permit further large shipments abroad and were around a five-year average if we deduct the reserves from the freak crop of 1912. The oats visible failed to decrease seriously until March when it sank from 33,000,000 to 27,000,000 on April 5. Oats primary receipts on the crop are a record at 220 millions. The weak spot in the immediate bull position—"Small chance of domestic scarcity for several weeks." July and September

oats represent the attempt of the U. S. and Canada to seed a record acreage, but the apparent certainty of further large sales abroad indicate bulges. The markets have for the moment to carry the weight of the favorable April 7 wheat report. Our reports today from the big S. W. were again high in condition. We have complaints from northern Indiana of the worst drought in years—only 2 to 5 inches of moisture in several months.—E. W. Wagner & Co., Chicago Letter, April 12.

H. H. NEWELL

Along about the year 1883, the parents of Harry H. Newell of Princeton, Ill., began to look about for a suitable vocation which should honorably round out their 16-year-old son's destiny. A council of relatives, including cousins and aunts on both sides of the family, was held one day, and deliberated



H. H. NEWELL

with due solemnity over this important question. Aunt Abigail thought that Harry was too honest to become a lawyer; Cousin Jane said he was too tired by nature for the profession of bricklayer, and it was the unanimous opinion that he was too modest for a doctor and much too sinful for pastor or priest. So they were about to consign him to a mercantile career when Harry surprised everyone by taking his future into his own hands. He made up his mind that he was destined for the grain business, and he set it for Chicago to become office boy for the firm of H. W. Rogers & Brother, the parent concern of the Rogers Grain Company.

As office boy he made such a mark that he soon became a junior clerk. It was the old story of "Pinafore," or rather perchance, a prelude to that entertaining musical comedy. Harry's rise was rapid. He took to the grain business like a stray kitten to a warm corner in January. He absorbed the intricacies of the business with the same ease and facility as he had learned its rudiments, and it thereupon happened that when the Rogers Grain Company sought a manager to run its line of 50 or more elevators from Bloomington, Ill., it was Harry H. Newell who was selected for the job. Thus, in 1895, he went to Bloomington.

At that city, where he remained for ten years,

Harry Newell learned something besides the grain business. He had an opportunity to study men. The business brought him into contact with grain buyers and sellers, railroad employers as well as officials, big men and little in all lines of affairs. His acquaintance widened until it extended through Illinois and the South, and through the Western territory. He also came in close touch with the Illinois Grain Dealers' Association and has remained one of its prominent members to the present time. All this time, too, he was conducting the business in a very able and satisfactory manner.

On Mr. Newell's return to Chicago he was made manager of the Rogers Grain Company and fills this position today. Last January he was elected a director of the Chicago Board of Trade, and is also president of the Grain Receivers' Association of the Board, formed a few years ago for the purpose of correcting some of the trade abuses which affected the receiving end of the Chicago grain business.

H. W. Rogers & Brother is the oldest firm which has done business continuously on the Chicago Board of Trade. It has always been known for integrity and high standards of commercial conduct. It has also always sought to attach to itself the best men of the trade. Those who know Mr. Newell, both on the Chicago Board of Trade and in all sections of the country, will bear witness to his ability as a grain merchant, to his fine sense of honor and courtesy as a man and to his possession of those attributes which make and hold friends.

CORN AND OATS IN EXCESS OVER YEAR AGO

Weather has been an important factor during the past week and in a way was largely responsible for temporary spells of weakness. Complaints of dryness heard early in the week have all been dispelled by bounteous rains over the entire wheat and oats belt the last three days. Growing crop conditions can well be termed ideal. It has been possible to work up the ground in excellent shape and with rain at this particular time the seed bed could not be improved upon and assures a fine early growth.

It is well to again direct attention to certain figures which must more and more become potent market factors. The European available supply of wheat and flour is about ten million bushels more than at the same time last year. The supply of corn is over ten million greater and while actual figures of oats are not available there is nevertheless a large excess in the supply of this cereal.

The present foreign consumption cannot be above normal and their wants would seem to be well taken care of, especially taking Argentina's surplus into account. Of course foreign crop conditions will have some bearing as relates to wheat.

In this country stocks of wheat are about twenty million short of last year. From this it will be noted we are on a purely domestic basis and values will be controlled by home requirements until new crop is available.

Corn and oats combined show an excess of over twenty million bushels compared with a year ago. With corn it appears that domestic demands solely will have to be depended upon to absorb supplies. Some export business is continually reported in oats but that stocks nevertheless show no disposition to decrease materially is becoming discouraging to holders. It has been persistently reported that demand for corn has improved during the week but this is not confirmed by the action of the cash market.

The situation in corn and oats has been generally accepted as bearish so much so that short selling has been freely indulged in. For this reason we find the markets well supported on all declines, as a large short interest always tends to steady a market. Bulls take the position that no maintained weakness can result with such a situation. Markets offer uncertain possibilities; however, it does not seem possible that liquidation can be overcome."—J. P. Griffin & Co., Chicago, Market Letter, April 12.

WHEAT VISIBLE RESEMBLES CASSIUS

"Wheat visible has lost its well-fed appearance," say C. A. King & Co., of Toledo. "It is smaller than past three years. It totals 39,300,000, against 51,900,000 year ago. Largest for April was 59 millions two years ago. Smallest was 29 millions five years ago. April usually scores good decrease. Shrinkage past decade has ranged from 3 to 11 millions. Only increase past decade was in 1907. March decrease this year was 8 millions, twice as large as year ago."

TWO WELL KNOWN SCOTS, WHAT! WHAT!

William M. Christie, with J. H. Dole & Co. of Chicago, and David Bury, representing Lipsey & Co., are two canny Scots. So far as known, they have neither one spent a week's end recently at the Laird of Skibo's castle and they so far conform to the custom of their adopted country to abjure kilts. But they both speak the tongue of the Campbell Clan perfectly, and possess other Scotch characteristics as the following witnesseth:

One day recently they were traveling together in a street car in an Iowa town when a very handsome young woman entered. At once Mr. Bury began nudging Mr. Christie in order to attract his attention to the pretty girl. Almost on the instant, Mr. Christie saw her and turning said:

"Whist, mon, dinna fash yursel, I ken her weel."

There was some doubt in Mr. Bury's mind about this fact, for he said:

"If you ken her weel why dinna you go sit beside her?"

"Whist," returned Mr. Christie, "she hasna paid her fare yet."

LITTLE DEFINITE TREND IN WHEAT

In a grain letter for the week ending April 12, Ware & Leland, Chicago, say of wheat:

"Wheat shows but little alteration from the level of prices prevailing a week ago, having been in the meanwhile somewhat higher and lower. Interest has diminished considerably and there has been a disposition among the local element to anticipate some weakness in values. This, however, has not occurred to any pronounced extent, the situation being influenced and sustained by the scarcity of the cash article. Growing conditions seem to be generally

good and there is the promise of a large winter wheat crop, according to the Government figures. Here and there some apprehension is experienced, but such complaints are not now regarded as material. Export sales are not large, but this is thought to be due to lack of supplies. Argentine shipments for this week fall considerably below last week's, while our clearances continue large in quantity. The market at the moment has no definite trend and the trade apparently is in a mood to await some definite news that will give the market a decided impulse."

MAY DELIVERY

A crop expert down Kansas way,
Boarded a train one soft Spring day,
To get a line on wheat for May
Delivery.



He scanned the road on either half,
Dodge City back to old Wagstaff,
Then sent bull news by telegraph
Delivery.



But those who bought were quite upset,
And cursed that expert's silhouette,
Nor waited they for May, to get
Delivery.



MILWAUKEE CHAMBER OF COMMERCE ELECTION

The annual election on the Chamber of Commerce of the city of Milwaukee was held April 5, resulting as follows: For president, Chas. A. Krause; first vice-president, A. K. Taylor; second vice-presi-

dent, H. W. Ladish; secretary and treasurer, H. A. Plumb.

For Directors: P. C. Kamm, L. L. Runkel, Walter Stern. Board of Arbitration. E. H. Hiemke, Herman Jahns, Jr. Board of Appeals: P. P. Donahue, E. J. Furlong, Jas. A. Mander.

NEW HOME OF OMAHA GRAIN EXCHANGE

Through the courtesy of C. D. Sturtevant, chairman of the Transportation Committee of the Omaha Grain Exchange at Omaha, Neb., we are able to present a picture of the new building for which the foundation is now completed. Omaha is splendidly situated in the center of a great grain producing territory. Its grain exchange counts among its members men of reputation, of wealth and of brains. The exchange should have a home suitable to the place it occupies geographically, and to the standing of its members. The picture shows an architecturally handsome structure and it is planned to be an ideal home for the Omaha Grain Exchange for years to come.

NEW YORK GRAIN MARKET

Grain conditions in New York were reported by L. W. Forbell & Co. for week ending April 12 as follows: "The visible supply statement of oats showing a small increase was clearly disappointing, as in view of the liberal clearances a moderate decrease had been expected. These clearances, however, continue in good volume, but being mainly loadings at Newport News, may not be effective in causing a reduced visible. An improved tone to the market is noticeable, due to a revival of the export demand, and sales for the week are said to aggregate several million bushels. So far the market has not advanced materially, but a continuation of demand from this source would undoubtedly result in considerable improvement in values. Advances indicate a smaller movement and there is a gradual hardening of premiums. The domestic demand does not show the improvement expected, but is somewhat more active.

"There is no export demand in this market for corn and prices are entirely nominal, with no fair basis to quote from. The foreign demand for wheat was smaller and has shifted decidedly to Manitoba, which can be purchased to much better advantage than the Winter wheats. The lack of demand for the latter caused the premium to drop sharply to 5c over Chicago May."

CHANGES IN MEMBERSHIP

Baltimore.—Chas. F. Lewis was admitted to membership in the Chamber of Commerce. Reported by Secretary James F. Hessong.

Chicago.—New members of the Board of Trade reported by Secretary J. C. F. Merrill are: Frank G. Jackson, Jas. T. Murphy, Wm. S. Champ, Fred J. Scott, Gilbert G. Rosino, Geo. D. Hopkins and Henry Bates, Jr. Transferred memberships: Arthur J. Stevens, Chas. H. Kingsbury, Wm. D. Gubbins, Arthur E. Martin, Walter McDougal, Edw. J. East, Wm. S. Young.

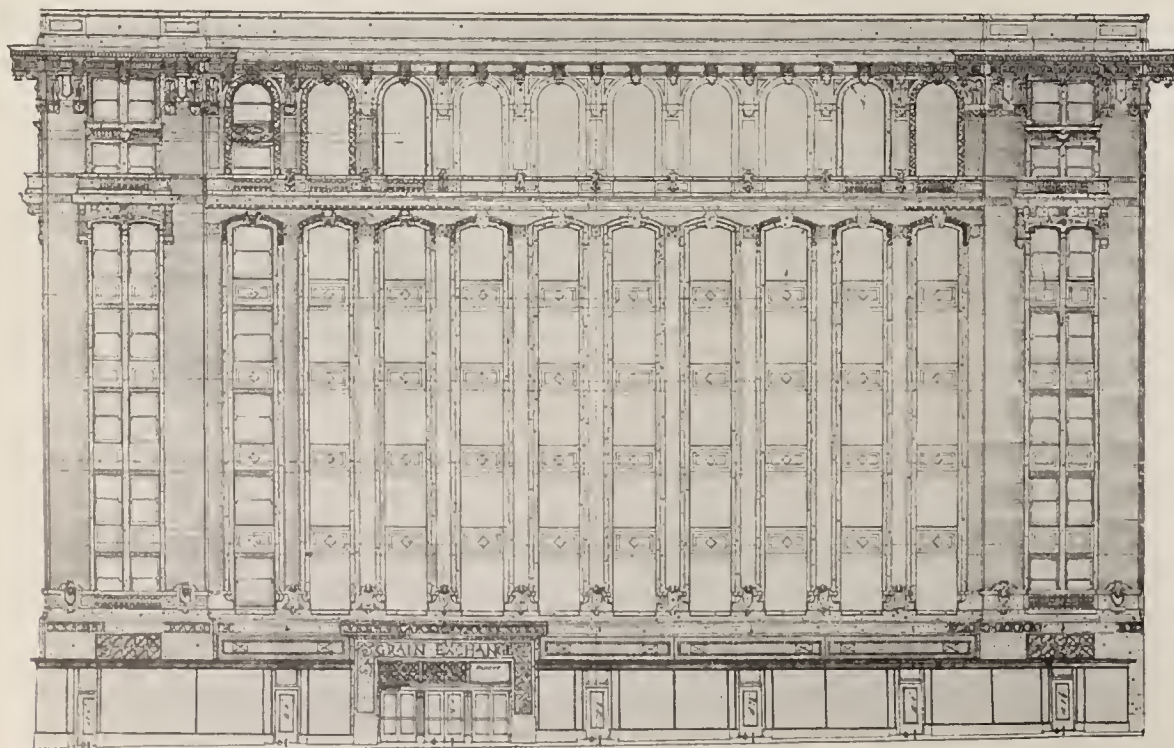
Cincinnati.—H. A. Peeling of Shane Bros. & Wilson Company was admitted to membership in the Chamber of Commerce. Reported by Executive Secretary W. C. Culkins.

Kansas City.—E. W. Smith was admitted to membership in the Board of Trade on transfer from D. W. Dehoney. Reported by Secretary E. D. Bigelow.

Milwaukee.—Christian C. Kurth, Jr., Maxwell Neill and Wm. A. Gettelman were admitted to the Chamber of Commerce. Transferred memberships were: W. J. Hollister, David L. Barsaloux, Richard C. Jones and A. Gettelman. Reported by Secretary H. A. Plumb.

Pecoria.—F. T. Corning has transferred his membership in the Board of Trade to Thomas G. Lovelace. Reported by Secretary John R. Lofgren.

Pittsburgh.—Wm. W. Walker of Bridgeville, Pa., was admitted to membership in the Grain & Hay Exchange. Reported by Superintendent C. G. Burson.



NEW HOME OF OMAHA GRAIN EXCHANGE

TERMINAL NOTES

J. C. Murray, of the Quaker Oats Company, Chicago, returned home the first part of April after a brief visit to Florida.

T. H. French, formerly manager of the Farmers' Elevator at Lytton, Iowa, now represents Gardiner B. Van Ness of Chicago, in central Iowa.

The Earle Commission Company has been organized at Elberton, Ga., to carry on a general commission and brokerage business in grain, hay and produce.

Logan & Bryan of Chicago, Ill., have extended their wire service to Decatur, Ill., with F. P. Smith & Co. as correspondents. The offices of this company are in rooms 627-629 Wait Building.

The A. D. Delmont Company has been incorporated at Louisville, Ky., with capital stock of \$5,000 to deal in grain, stocks and bonds. The incorporators are: A. R. Delmont, Irvine Fisher and H. J. Bell.

The Hay and Grain Committee of the Jacksonville (Fla.) Board of Trade held its annual meeting late in March and organized for the year by electing A. S. Baker, chairman, and James Lassiter, vice-chairman.

W. B. Foresman & Co., of Lafayette, Ind., incorporated early in April to operate elevators and carry on a general grain business. The incorporators are W. B. Foresman, E. M. Truman, J. P. Foresman.

Hulburd, Warren & Chandler will vacate their old offices at 120 South La Salle street, Chicago, on May 1, and move into new quarters in the Continental and Commercial National Bank Building at 208 South La Salle street.

The Jacksonville Grain and Commission Company was recently formed at Jacksonville, Ill., by John E. Ross, Charles A. Obermeyer and Malcolm E. Greenleaf to conduct a grain, hay and provision business. The company is capitalized with \$5,000.

Smith, Vincent & Co. of St. Louis, Mo., have established a branch office in the Postal Building, Kansas City, Mo. C. W. Smith is manager of the office and will have charge of the Kansas City grain receiving and shipping business of the firm.

Finley Barrell, head of the grain and stock firm bearing his name, with offices in the Rookery Building, Chicago, returned April 1 from a six weeks' visit to the Pacific coast. His health, which has been very poor for some time, is greatly improved.

The Corn Products Refining Company of Chicago and New York held its annual meeting recently, electing F. H. Hall and Preston Davie directors to succeed F. T. Bedford, resigned, and A. J. Moffat, deceased. Other retiring directors were re-elected.

Jas. Carruthers & Co., Ltd., of Montreal, Que., has been incorporated with a capital stock of \$100,000. The incorporators are: James Carruthers, William Carruthers and T. H. Reeves of Montreal; C. W. Band, New York; C. Tilt and G. A. Carruthers, Winnipeg.

The Sikes-McMullin Grain Company, dealers in wholesale grain and seeds at Sikestown, Mo., has moved its general offices to the first floor of the new Peoples Bank Building, where the company will have quarters more commensurate with their growing needs.

Samuel C. Scotten, well known grain dealer and broker with offices in the Board of Trade Building, Chicago, recently became the possessor of a genuine painting by Guido Reni. Mr. Scotten is a collector of paintings, and his home at 4843 Forrestville avenue is said to contain an exceptionally fine collection of rare old pictures.

Announcement is made that the Milwaukee Elevator Company, recently incorporated, will succeed the Leith Warehouse & Grain Company of Tacoma, Wash., on May 1. The company will do a general grain business and operate the Milwaukee Grain Elevator and dock and country houses on the Chicago, Milwaukee & St. Paul Railroad. S. C. Armstrong is the president and manager of the company and others interested are G. L. Campbell, W.

W. Richardson of Portland, Ore., and J. T. Phillips of Colfax, Wash.

The B. Strong Grain Company of Wichita, Kan., has discontinued the produce department of the business which has been conducted by E. M. Ruhlman, who leaves the firm. The company's grain business at Wichita and Conway Springs is being continued as formerly.

Henry Stanberry, representative at Bloomington, Ill., of the Rogers Grain Company of Chicago, was taken suddenly ill on Sunday, April 4, and underwent an operation for appendicitis at Brokaw Hospital, Bloomington, one day later. Reports are that he is doing nicely and will soon be around again.

Harry P. Bickel, representative in eastern Iowa and northern Illinois of Hitch & Carder of Chicago, spent three weeks recently in the hospital following an operation. He was able to be out about the 10th of April and will be at the convention of Western Grain Dealers' Association at Omaha to look after his friends.

E. W. Wagner & Co. have moved their offices from the ninth floor of the Board of Trade Building, Chicago, to the seventh floor of the new Continental and Commercial National Bank Building. They will have more space in their new location and everything has been specially arranged for the service and convenience of their customers.

The C. A. Foster Company, Inc., of Pittsburgh, Pa., has succeeded C. A. Foster, dealer in wholesale grain, hay, straw and feed. F. L. Stewart, who has been associated with the firm for the past 11 years, is the president of the new company and business, with the exception of the retirement of Mr. Foster, is being continued without change.

W. J. Stevens recently sold his interest in the Stevens-Scott grain Company of Wichita, Kan., to his partners, H. Kaufmann of Wichita, and C. E. Smith of Beaumont. Mr. Stevens was a charter member and first president of the Wichita Board of Trade and has seen the grain business he established grow to very large proportions. He will retire from the business on June 1 and expects at that time to make an extended trip through California.

J. P. Griffin, head of the grain commission firm of J. P. Griffin & Co., of Chicago, returned home from New York April 13 via Montreal. In New York he appeared the past week before the committee for the Interstate Commerce Commission on the matter of private wire service being a continuation of the hearing which took place in Chicago before Special Examiner Silas H. Smith in February.

The filing of a voluntary petition in bankruptcy and the appointment of J. C. Emmett as receiver on April 1 for the P. B. Mann-Anchor Grain Company, Minneapolis, Minn., winds up the affairs of one of the oldest grain firms of the Northwest. Among the assets named in the petition are twenty-four elevators valued at \$142,347. The total assets amounted to \$172,085 and liabilities were \$171,932.80. It is expected when the affairs of the firm are finally closed it will pay 100 per cent.

An announcement of unusual interest in Chicago grain circles was made April 1 to the effect that Walter Fitch & Co. would be taken over by Harris, Winthrop & Co., of Chicago and New York. The death of Walter Fitch occurred about a year ago and in the change the surviving partners now go with Harris, Winthrop & Co. to take charge of the cash grain and stock business that has heretofore been handled by the Fitch house. W. K. Mitchell and J. H. Ashum will manage the cash grain business as before and Edward List, J. A. Cumins and R. L. Eoyer will also become associated with the new firm to look after the stock trades of the retiring concern. A number of changes are made in the firm of Harris, Winthrop & Co. as a result of the consolidation. Leeds Mitchell, one of the partners in Walter Fitch & Co., becomes a general partner, succeeding George A. McClellan, who retires. The general partners under the new adjustment are: John F. Harris, H. R. Winthrop, C. G. Smith, E. A. Strong, W. Babcock and R. De Bussy,

New York; T. E. Cunningham, Hugh Blythe and Leeds Mitchell, Chicago.

RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at leading terminal markets in the United States, for the month of March, 1915:

BALTIMORE—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce:

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wheat, bus....	1,384,845	1,156,837	1,345,257	934,986
Corn, bus....	3,939,278	207,683	3,007,139	109,022
Oats, bus....	2,653,052	272,733	2,280,732	40,531
Barley, bus....	289,610	22,747	462,596	16,666
Rye, bus....	825,644	195,915	1,190,996	94,305
Hay, tons....	4,482	8,010	725	635
Flour, bbls....	111,721	139,888	104,044	51,106

CHICAGO—Reported by J. C. F. Merrill, secretary of the Board of Trade:

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wheat, bus....	3,624,000	1,930,000	2,754,000	2,894,000
Corn, bus....	4,928,000	7,644,000	5,830,000	4,249,000
Oats, bus....	11,569,000	8,263,000	12,605,000	8,618,000
Barley, bus....	1,981,000	2,047,000	607,000	632,000
Rye, bus....	141,000	299,000	124,000	183,000
Timothy seed, lbs.	4,129,000	4,393,000	2,430,000	3,977,000
Clover sd., lbs.	900,000	837,000	1,290,000	1,591,000
Other grass seed, lbs....	1,465,000	1,485,000	1,376,000	3,878,000
Flax sd., bus....	5,000	17,000	3,000	3,000
Br'm corn, lbs.	1,523,000	1,256,000	1,119,000	997,000
Hay, tons....	31,690	45,319	10,481	4,729
Flour, bbls....	702,000	1,011,000	573,000	452,000

CINCINNATI—Reported by W. C. Culkins, superintendent of the Chamber of Commerce.

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wheat, bus....	290,582	245,245	240,743	177,599
Corn, bus....	701,316	816,610	669,682	585,316
Oats, bus....	553,397	625,678	479,874	368,293
Barley, bus....	41,309	70,289	2,094	114
Rye, bus....	44,175	63,065	21,770	19,045
Timothy seed, lbs.	2,415	3,079	2,580	4,600
Clover sd., lbs.	7,516	12,332	8,815	11,170
Other grass seed, lbs....	14,100	7,864	12,422	11,151
Flax sd., bus....	151	112	20	565
Br'm corn, lbs.	289,208	59,298	26,980	51,900
Hay, tons....	19,892	24,931	14,814	21,602
Flour, bbls....	114,730	117,336	83,857	92,311

CLEVELAND—Reported by M. A. Havens, secretary of the Chamber of Commerce.

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wheat, bus....	59,954	41,218	3,360	22,967
Corn, bus....	371,656	328,486	204,745	86,244
Oats, bus....	336,675	315,467	166,198	223,471
Barley, bus....	3,961	4,815	333	2,500
Rye & O. C., bus.	1,917	3,310	4,071	5,502
Hay, tons....	4,391	5,641	60	716
Flour, bbls....	62,407	60,861	4,586	16,403

DETROIT—Reported by M. S. Donovan, secretary of the Board of Trade.

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wheat, bus....	254,000	95,000	246,000	118,000
Corn, bus....	203,000	391,000	259,000	254,000
Oats, bus....	297,000	244,000	94,000	48,000
Barley, bus....	1,000	2,000	.....	.....
Rye, bus....	41,000	28,000	28,000	6,000
Flour, bbls....	37,000	33,000	45,000	39,000

DULUTH—Reported by Chas. F. MacDonald, secretary of the Board of Trade.

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wh't, domestic	3,077,002	1,044,612	1,181,552	169,762
Wh't, bonded.	34,619	66,655	10,165	12,566
Totals	3,111,621	1,111,267	1,191,717	182,328
Corn	7,872	46,652	6,357	.....
Oats, domestic	418,935	364,796	32,042	36,749
Oats, bonded.	308	30,133	.....	16,544

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Totals	419,243	394,925	32,042	53,293
Barley, domestic	75,104	144,301	44,192	334,508
Barley, bonded.	.....	11,385	.....	10,121
Totals	75,104	155,686	44,192	344,629
Rye	12,460	8,380	7,472	6,129
Flax, domestic	220,726	48,057	.....	31,262
Flax, bonded.	42,251	94,537	.....	23,290

Totals

INDIANAPOLIS—Reported by Wm. H. Howard, secretary of the Board of Trade.

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wheat, bus....	206,000	80,000	35,000	1,000
Corn, bus....	1,146,000	1,426,000	545,000	447,000
Oats, bus....	545,000	515,000	254,000	146,000
Rye, bus....	6,000	.....	4,000	.....
Hay, cars....	198	224	.....	.....

KANSAS CITY—Reported by E. D. Bigelow, secretary of the Board of Trade.

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wheat, bus....	1,282,500	1,552,500	2,578,500	1,638,900
Corn, bus....	493,750	4,495,000	2,090,000	2,882,500
Oats, bus....	520,200	1,302,200	708,300	1,197,000
Barley, bus....	57,400	39,200	96,600	4,200
Rye, bus....	23,100	7,700	19,800	2,200
Kaffir corn, bus.	189,200	25,300	259,000	42,000
Flax sd., bus....	11,000	.....	8,000	.....
Hay, tons....	38,796	29,016	5,820	9,552
Flour, bbls....	11,750	16,250	136,750	146,250

OMAHA—Reported by F. P. Manchester, secretary of the Omaha Grain Exchange.

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wheat, bus....	520,800	690,000	328,800	674,400
Corn, bus....	996,000	4,226,400	1,612,600	4,263,600
Oats, bus....	882,800	1,684,700	955,500	1,840,500
Barley, bus....	58,800	21,000	14,000	.....
Rye, bus....	25,300	3,300	11,000	4,000

MILWAUKEE—Reported by H. A. Plumb, secretary of the Chamber of Commerce.

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wheat, bus...	200,000	458,150	178,817	239,219
Corn, bus....	1,113,075	1,463,700	1,156,692	855,084
Oats, bus....	3,131,200	2,014,000	3,254,682	1,518,498
Barley, bus...	1,303,560	1,588,380	1,789,111	354,488
Rye, bus....	174,640	258,780	215,508	269,668
Timothy seed, lbs.	402,602	195,560	152,513	270,000
Clover sd., lbs.	389,583	246,733	523,334	464,730
Flax sd., bus.	55,660	68,970	.....	1,210
Hay, tons....	4,614	3,954	1,934	1,120
Flour, bbls...	136,440	204,600	184,775	253,378

MINNEAPOLIS—Reported by H. W. Moore, statistician of the Chamber of Commerce.

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wheat, bus...	4,332,680	8,684,170	4,417,270	2,371,180
Corn, bus....	1,431,650	1,160,770	1,528,760	1,145,350
Oats, bus....	2,949,470	1,155,150	3,438,520	2,071,720
Barley, bus...	1,663,750	1,798,630	2,117,300	1,869,920
Rye, bus....	189,780	276,980	215,020	302,220
Flax sd., bus.	384,250	592,260	137,070	34,070
Hay, tons....	3,941	4,010	734	580
Flour, bbls...	45,539	65,254	1,189,623	1,520,021

NEW YORK—Reported by H. Heinzer, statistician of the Produce Exchange.

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wheat, bus...	9,377,050	.....	7,818,579	.....
Corn, bus....	1,637,600	.....	2,029,425	.....
Oats, bus....	2,436,700	.....	896,904	.....
Barley, bus...	327,650	.....	456,375	.....
Rye, bus....	200,000	.....	299,661	.....
Timothy seed, bags	.....	.....	906	.....
Clover seed, bags	2,309	.....	1,656	.....
Other grass seed, bags	.....	.....	.....	.....
Flax sd., bus.	245,642	.....	.....	.....
Hay, bales...	30,554	.....	28,850	.....
Flour, bbls...	1,367,848	.....	1,000,918	.....

PEORIA—Reported by John R. Lofgren, secretary of the Board of Trade.

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wheat, bus...	889,000	102,000	770,000	41,400
Corn, bus....	789,800	1,433,000	248,267	638,521
Oats, bus....	950,400	984,300	1,717,825	1,432,275
Barley, bus...	185,000	355,200	172,160	261,820
Rye, bus....	9,600	15,600	3,600	36,800
Millfeed, tons	6,542	5,901	14,767	13,064
Seeds, lbs....	90,000	1,170,000	60,000	270,000
Br'm corn, lbs.	15,000	45,000	15,000	15,000
Hay, tons....	3,920	3,871	2,701	2,129
Flour, bbls...	246,200	175,800	262,400	207,536

PHILADELPHIA—Reported by A. B. Clemmer, secretary of the Commercial Exchange.

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wheat, bus...	1,204,829	1,443,993	670,827	1,413,516
Corn, bus....	509,005	176,497	488,252	50,564
Oats, bus....	2,886,970	829,339	1,923,527	105,656
Barley, bus...	4,000	11,812	.....	.....
Rye, bus....	36,000	9,000	36,000	41,599
Clover seed, bags	51	.....	.....	.....
Flax sd., bus.	60,112	37,156	.....	.....
Hay, tons....	6,160	7,577	.....	.....
Flour, bbls...	167,958	187,954	77,052	52,360

ST. LOUIS—Reported by Eugene Smith, secretary of the Merchants' Exchange.

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wheat, bus...	1,661,667	1,508,363	2,238,850	1,841,190
Corn, bus....	1,352,100	1,855,575	1,200,580	1,016,640
Oats, bus....	1,538,500	2,378,100	1,246,310	2,204,070
Barley, bus...	86,400	156,790	10,470	30,980
Rye, bus....	20,100	2,950	6,520	2,870
Hay, tons....	25,565	22,485	18,315	15,640
Flour, bbls...	283,760	276,560	371,050	365,730

TOLEDO—Reported by Archibald Gassaway, secretary of the Produce Exchange.

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wheat, bus...	346,000	243,000	425,300	462,300
Corn, bus....	348,000	655,200	307,600	467,100
Oats, bus....	256,000	179,200	321,600	153,400
Rye, bus....	13,000	5,000	17,400	15,500
Barley, bus...	1,000	.....	.....	.....
Clover seed, bags	10,700	13,850	23,966	24,719
Alsike seed, bags	1,114	1,351	3,038	2,019
Timothy seed, bags	3,780	6,643	11,281	9,942

TRADE NOTES

The Morris Grain Drier & Salvage Company of Milwaukee, Wis., has filed an amendment to its articles of incorporation reducing its capital stock from \$100,000 to \$50,000.

The territory of E. H. Brewer, who represents the Bemis Bros. Bag Company of St. Louis, Mo., in southwestern Missouri, has been extended to include the northern part of the state.

The Woods Grain Softener Manufacturing Company of East St. Louis, Ill., has been incorporated with a capital stock of \$800. The company will manufacture a device for preparing feeds for animals.

An illustrated article on "A Simple Elevator for Sacks of Flour" is one of the leading features of *Webster Method* for March, 1915. The issue is fully up to the standard set by the Webster Manufacturing Company of Tiffin, Ohio, and considerable space is given to some of the new specialties which the company has recently placed on the market.

The Savings Department of the Corn Exchange National Bank of Chicago has increased so rapidly since it was started a few months ago that it is likely additional space will be secured on May 1 in their building at 130 South La Salle Street to accommodate this branch of its business. The bank has at present over 600,000 deposits in the savings department and more than 4,500 accounts.

The International Sugar Feed Company of Minneapolis, Minn., has made large shipments during the past few months of its International Special and International Climax Dairy Feed. The first is used for a big milk producing grain ration and the second for taking the place of ordinary mill feeds for mixing purposes. The company has mills for the manufacture of its feeds at Minneapolis and Memphis.

One of the most important items in the equipment of the modern grain elevators is that of belting. The Gutta Percha and Rubber Manufacturing Company of Chicago is one of the oldest belting firms in the United States and has supplied grain belts to this trade for years. Consequently it knows what kind of rubber belting the grain trade demands and has met this want in its well known "Mohawk" brand.

Fairbanks, Morse & Co. of Chicago, Ill., with branches in all leading cities, impress upon dealers the advisability of using the Fairbanks Type Registering Beam. It simplifies bookkeeping and is insurance against costly errors. Grain dealers also gain popularity with farmers by supplying printed weight records. With the use of the registering beam, single duplicate or triplicate tickets are furnished as desired, in one operation.

The Bauer Bros. Company of Springfield, Ohio, calls attention to those elevator operators who are reaping a harvest of golden dollars from the feed milling business. The amount required to install a "Scientific" Ball Bearing Attrition Mill is an inconsiderable outlay if the grain dealer will figure out his profits from this branch of the business. The Bauer Company has a very interesting bulletin on the subject of "Scientific" feed milling which they will supply to anyone on request.

L. J. McMillin of Indianapolis, Ind., manufactures a mighty fine automatic dump controller and also, although this is probably no news to his friends, makes mighty good poetry whenever he chooses to woo the fair goddess of rhyme. In his advertisement he tells in flowing metre of the master builder of the elevator and how he should build it staunch and true and equip it with best machinery. He also relates why the equipment should include a dump controller. Mr. McMillin's song has no doubt reached very many grain dealers,

carrying conviction with its lyrics, for the Central States and West is dotted with grain elevators which handle the farmers wagons through this simple yet effective device.

What they term "a 3-foot list of our customers since 1901" has been issued by the Burrell Engineering & Construction Company of Chicago. To speak more correctly the list should be called 6 feet for it is published in double column and comprises 568 names of firms who have been, or are fortunate owners of Burrell elevators. The location of the elevators is of course for the most part in the grain belt of the Central States, but includes houses in all parts of the United States and Canada.

A WESTERN ELEVATOR AND ITS TERRITORY

The discriminating grain man who keeps abreast of the times takes notice when Montana crops are mentioned. A dozen years ago Montana was hardly on the grain map at all, at the present time it has

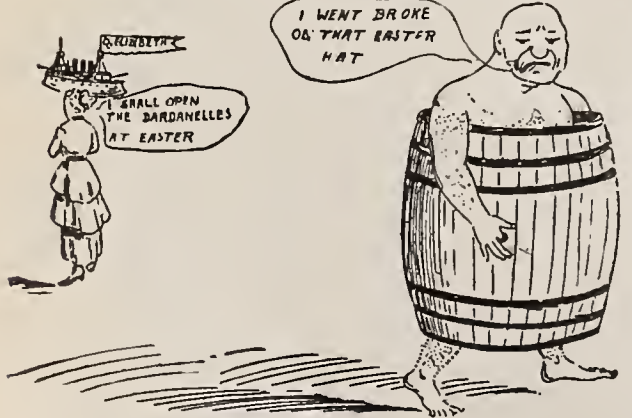


ANTONSEN ELEVATOR, THREE FORKS, MONT.

to be reckoned with in the estimates, and its grain bears comparison with the best. Even corn has been raised with considerable success in this northern high latitude, and when selection of seed has somewhat shortened the ripening season, the corn crop of Montana will figure very prominently.

Of all sections of the fertile state, the residents of Fergus County say that the middle part of the state is the best. Fergus County is the geographical center. We have only their word and the map to judge by, but the former, at least, is unequivocal.

Naturally the increase in grain acreage has given a decided stimulus to elevator construction. At the present time there are 414 elevators in the state, almost all of them products of the last decade. One of the latest and of the best equipment is the house just completed by B. F. Antonsen of Three Forks, Mont.



From Zahm's Red Letter.
MR. "BARE" BEAR DIDN'T MAKE ANYTHING ON THAT "EASTER HAT" ("QUEEN ELIZABETH" WARSHIP) AND THE CLAIMS OF THE DARDANELLES BEING OPENED BY EASTER

The elevator has a capacity of 30,000 bushels and is of frame construction with iron roof and lap siding. A 14-foot driveway admits to the dump which is equipped with an 8-ton Fairbanks-Morse Dump Scale.

The storage room is divided into 12 bins, all of which are hopped and which can be reached from the head of the elevator, driven by a 7½-horsepower Fairbanks Gasoline Engine. All of the bins can also discharge through the 1,500-bushel automatic shipping scale.

A HANDSOME DISPLAY AT THE SAN FRANCISCO FAIR

No one who visits the Panama-Pacific Exposition at San Francisco can afford to miss the magnificent exhibit of the Sperry Flour Company held in collaboration with The Wolf Company of Chambers-

are little almond-eyed Chinese cooks moulding and making their famous moon cakes, noodles and numerous other forms of Oriental "chow"; tiny girlies from Japan baking their dainty *saokwashi* cakes and wafers which are served with the everlasting *o-cha*—the "honorable tea"; girls from snow-bound Russia, preparing their ring-shaped *kalatsch*; dusky Filipino and South Sea Island maidens; turbaned Bedouin Arabs and Indian squaws baking their paper-thin bread on hot stones; German women creating their favorite *pfannekuchen* and *zweiback*; Scandinavian cooks concocting Swedish *vandkrinkle* and water pretzels, and *knak kebnot* made from rye meal; kitchen queens of Latin-American teaching their fair-skinned sisters the knack of making the hot *enshilada*, *tamale* and *tortilla* of maize; and the natives of India, Alaska and Zanzibar—all demonstrating how American-made flour can be adapted to their own peculiar style of cookery.

reducing the cost of living, particularly by the making of many new and appetizing dishes from one kind of cereal; to the baker, on the importance of making better bread and thus increasing its use; to the poultryman, on methods of feeding for bigger and quicker returns; and the dairyman and stockman, on mixing rations and feeding on a more scientific basis.

A CASE FOR THE S. P. C. A.

BY R. O. JOHNSON.

"Gee, I'm tired," said a tiny voice.

"Me too," chipped a still smaller voice. "This thing of being a Hessian fly and starting in early in the season to eat millions of bushels of wheat for the 'crop killers' on the Board of Trade is not what it's cracked up to be."

"Why, say," remarked the first fly, picking half a



THE SPERRY FLOUR EXHIBIT AT SAN FRANCISCO, EQUIPPED WITH WOLF COMPANY MACHINERY

burg. The exhibit consists primarily of a fully equipped flour mill, Wolf machines being used, and so far as completeness and efficiency are concerned the mill is indeed a representative plant, having a capacity of 100 barrels per day.

Grain men will be especially interested in the chemical laboratory conducted as an adjunct, where able scientists make practical analysis of the various grades and species of grain and flour. But from an educational standpoint they will also appreciate the mill, the model bakery and last, but by no means least, 10 commodious and advantageously arranged demonstrating booths, six of which are utilized for the purpose of showing the odd and contrasted methods employed by the different nations in baking and serving their native breads and cakes. This magnificent display occupies floor space covering 6,600 square feet and is located in the Palace of Food Products.

The six booths of all nations are adequately presided over by dainty cooks and waitresses—captivating little ladies from all quarters of the globe—attired in the costumes of their native lands. There

In addition to the six booths of all nations, there are four booths of especial interest to "us Americans." One is devoted exclusively to demonstrations of practical uses of American-made flour in American homes, such as the baking of breads, cakes, pastries, etc.; a second shows how the far-famed cooks of the Southern States bake hot biscuits, corn pone, Maryland biscuits and hot cakes; a third is busily demonstrating the purity, food value and new and economical uses of various cereals; and the fourth booth, which is in charge of competent scientists, gives practical instruction to the farmer and stock raiser in the scientific mixing and preparation of feeds for stock and poultry.

The various departments of this colossal exhibit are provided with able men and women trained in the various branches of the science of food products, and their duties are to give visitors all the aid and advice possible along the following lines: To the farmer, on the preparation and value of seeds and improved methods of raising and harvesting grain; to the housewife, on comparative food values, the planning of menus and practical methods of

grain of wheat from between his front teeth, "you haven't begun to eat yet. This is only the middle of April, and the Winter wheat crop is barely out of the ground. You have only been called on to eat a few scattered acres so far. Wait until the growing season is on, in May and June, and the 'crop killers' start to get in their heavy work. You'll be forced to eat wheat so fast that you won't be able to count the acres you consume in a day."

"Golly," remarked the second fly, "how much wheat can these 'crop killers' force a Hessian fly to eat?"

"Why," said the first fly, "you will easily eat sections of 160 acres in an hour or so. Whole counties have been known to have been devoured by a very few Hessian flies, overnight. And when the Board of Trade guys want us to eat for a record, why the states of Kansas, Oklahoma, Nebraska, Missouri, Illinois and a few others have disappeared down our ravenous maws in a week or ten days."

"Believe me," sighed the second fly, "this thing of being a Hessian fly isn't what it's cracked up to be, is it?"

"Oh, I don't know. It's not so worse, except that it's awfully bad for the digestion."

"Let's go to sleep. It's getting late, and who knows, those Board of Trade guys may have us working overtime tomorrow. So we better be in good trim."

"Good night, old pal. Wake me early."

A VISIT AMONG GRAIN ELEVATORS

BY B. L. WILSON.

One of the devices that appealed to me in my recent visit among the different elevators, and which was highly recommended by the elevator operator wherever installed, was the Zeleny Thermometer System for reading the temperature of the grain. It especially interested me as I found twenty-two of these systems installed in the city of Minneapolis alone, the largest one being in the Pillsbury Flour Mill Company's new elevator, which is proof of the popularity of the system in that city.

At the Terminal Elevator "T" in Minneapolis, I found this system installed differently from the others, and was told it was what the manufacturers

A SOIL FERTILIZER AT \$58,800 PER ACRE

Uranium-radium ore (carnotite) has received considerable advertising as a stimulant for growing crops. The Standard Chemical Company prepares it for use, and, as a basis of selling argument, conducted a series of experiments with a wide variety of crops. Their reports on the results were most enthusiastic and were designed to convince the most skeptical farmer of the value of this fertilizer as a permanent improver of the soil.

Not many people know much about radium, except that it is the most expensive element known, valued at \$70,000,000 per pound, and that it gives off an active radiation of miraculous powers. Any claims of the power of this radio activity, then, were liable to be received with considerable cre-

waste his money on so-called 'complete' fertilizers, nor on newly advertised soil or crop stimulants."

HELPING THE LANDLORD FARMER

The Crop Improvement Committee of the Council of Grain Exchanges has organized a bureau for the assistance of the great number of business men who own and lease farms to tenants or rent on shares. It is estimated that 40 per cent of the farm land of the United States is worked on this basis and the majority of the landlords have no accurate knowledge of the actual value or earning power of the property they own.

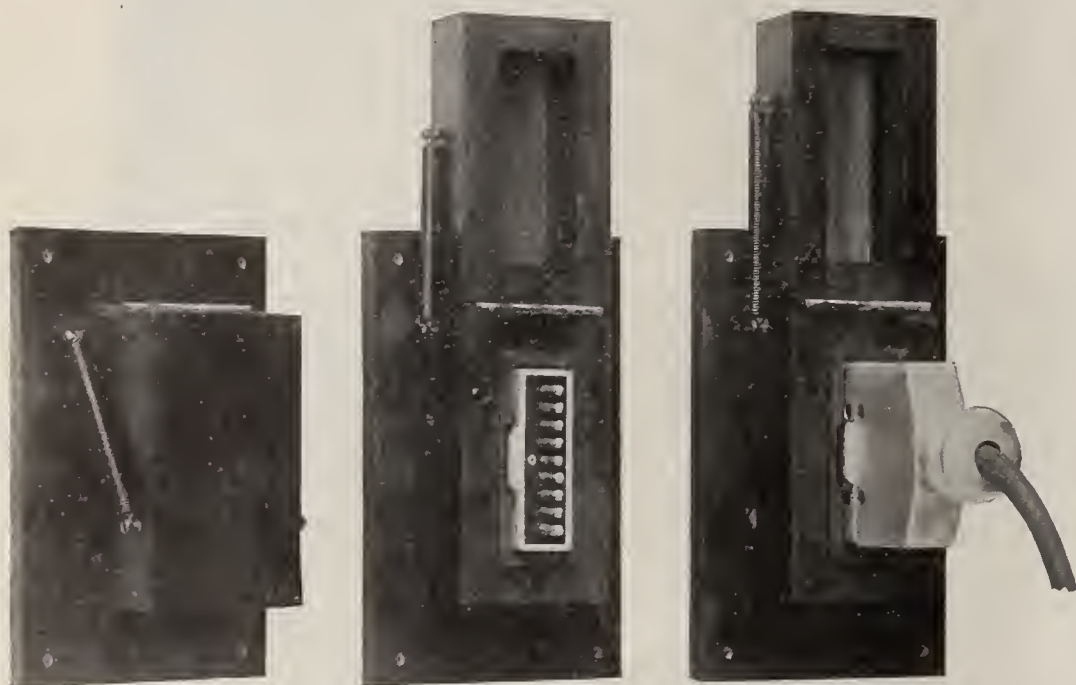
The new bureau is designed to help collect this information, and it is planned to organize the landlord farmers with the bureau as a clearing house for the information that is collected. With the help of the Government experts at Washington the Crop Improvement Committee has compiled a record book for farmers. The book is so designed that every item of farm accounting is taken care of and yet the system is so simple that anyone with a few minutes and a lead pencil can keep an accurate account of all that goes into the loss and gain account of the farm, and a glance over the year's record will show just exactly where the losses and the gains are located; what crops are profitable and which ones are raised at a loss; stock, poultry, and creamery records, and the inventory of the farm property.

All of this sounds rather formidable, but the record book itself is as simple as can be. It was designed by experts who had the needs of the farmer in mind when the book was compiled and it meets those needs in every particular.

By joining this organization the landlord farmer pledges himself to keep the records for a year. After it has been done for one year there is no fear but that it will be continued indefinitely, for the data which these records supply would make it an easy matter for each one to decide for himself which were the profitable crops. Furthermore the records will be of the greatest assistance to the county agents and farm advisors and through them to the Crop Improvement Committee and the Agricultural Department at Washington.

One or two of the new features which are incorporated in the farm records are worthy of mention. There is a place for each day's record of the hours of labor for men and horses, and the work upon which they were engaged. At the end of the year this record will show just when the congestion of labor is greatest and ways can then be devised for distributing the work more equitably through the year. Another page is given to the cost of growing corn, and another for each of the principal crops. The totals of the labor record horse and man, devoted to each particular crop is taken down, the amount of manure and other fertilizer applied to the corn field, the amount of seed in bushels, interest on the use of the land and machinery, and other incidental costs. Then there is a place for recording the disposal of the crop: The amount sold, the amount fed on the farm, that saved for seed, and the amount on hand to be inventoried. In this way on one page is a complete record of the total cost and the total income from each crop. A glance will show if the crop has been a profitable one, and what to raise the following year.

These record books are disposed of separately or in connection with the *County Agent*, free with a year's subscription to the latter, 12 cents for an old subscriber, or 25 cents alone. The grain dealers of the country could do a vast service by persuading all the farmers of their neighborhoods to make use of these records. This is not an advertisement to sell the books, but a suggestion for the increase of business of the grain dealer.



PIN PLUG BOX CLOSED, OPENED AND WITH PLUG ATTACHED

called their Pin Plug Thermometer System which they have put out within the last year to meet the great demand for a system of lesser cost.

In this installation, instead of extending all the wires from the top of each tank to a central point which was generally in the office, they place a box with a pin plug, as shown in the cut, over each tank to which the wires coming out of the tank are connected. Then they supply a small portable reading instrument which can be carried around and connected to any tank they may wish to read. By cutting out all the overhead wiring, they have reduced the cost of the system about 40 per cent which has made it more popular than ever.

I found in Chicago that the Armour Grain Company has tried out the Zeleny Thermometer in several bins in one of its elevators, and the results have been so satisfactory that it has specified it in 224 tanks and 195 interspaces which will be built this year. I also was informed that this system is specified for installation in 100 tanks and 52 interspaces in one of the largest elevators in Kansas City.

Although Marquis wheat has yet to receive an official grade, it is only a question of a short time before it takes its deserved place. In Missouri, Iowa and the Dakotas it has made gratifying records against all competing grains.

The Northwest is up in arms against the army worm which made its appearance about the middle of March. By efficient co-operation the army was vanquished and the territory feels more comfortable. Only by co-operation can these devastating pests be eradicated, and in face of it they always disappear.

dence, especially when backed by claims of increases of from 10 to 50 per cent in crops.

The State Experiment Station at Urbana, Ill., undertook to test the claims of radium as a fertilizer, the Standard Chemical Company furnishing the ore for the purpose. Amounts were put upon test plots proportionate to costs of \$1, \$10 and \$100 per acre, the latter representing one-one thousandth of a grain per acre. This is a somewhat diluted fertilizer, but is certainly the limit of cost that could ordinarily be borne, although Fabre, a French scientist, says that it is proportionately effective up to 588 milligrams per acre, costing \$58,800.

After two years of testing the Illinois Station, in Bulletin No. 177, reports that not only was there no appreciable benefit from the fertilizer on their plots, but that an analysis of the returns made by the Chemical Company's tests shows that in reality there was no result from their experiments either, and that the efficacy of radium bearing ore as a fertilizer "appears to be an opinion, not an established fact."

The agricultural experts take this occasion to muss up the claims for all artificial stimulation, such as electricity, on the ground that any temporary increase which might result would be at the expense of the soil. Even deep tillage or subsoiling with plows or dynamite are discouraged, for temporary benefit might be followed by permanent injury. They end with the following bit of wholesome advice:

"In a word, the well-informed farmer on the common Illinois land will purchase and apply limestone and phosphate; but he will grow the organic matter on the farm, secure nitrogen from the inexhaustible supply in the air, and liberate potassium from the inexhaustible supply in the soil; and he will not

NEWS LETTERS

MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

FOR the first week in April, Milwaukee had rather a quiet week in grain, barley business running a little less than 200 cars per week. Receipts have gone down so much that a better demand has sprung up for the cheaper grades. Ordinary feed barley has been selling around 72 to 75 cents and the better grades of malting barley up to 79 cents a bushel.

Wheat trade has been running at the rate of 40 to 60 cars per week and prices have improved because of the better shipping and milling demand. Good grain is in demand, but the shrunken, off-grades of wheat are not wanted. Sales have ranged from \$1.45 to \$1.55 per bushel.

Rye prices have still maintained a very high level with quotations running from \$1.13 to \$1.15 per bushel. Receipts have been running from 25 to 30 cars per week. Milling and shipping demand has been very quiet.

Trade in oats is more lively than in many of the other grains with offerings ranging nearly 300 cars per week and in some cases more. Good, heavy qualities of oats are in keen demand, and especially the seed varieties. Shipping and feed trade in oats is good, but the off-grades and light oats are at a discount. Prices have been 55 to 58 cents a bushel.

Corn offerings have been less than 200 cars per week. Trade was daily well cleaned up at 70 to 73 cents per bushel. Manufacturers and shippers have been taking hold of the market a little more freely and this has helped to sustain values considerably.

The Chamber has had two holidays recently which was not a hardship since the grain business has been quiet.

* * *

The Milwaukee Chamber of Commerce has chosen Charles A. Krause as president for the coming year. Mr. Krause, who is 38 years old, is one of the youngest presidents that the exchange ever had. He has made steady progress in a business way from humble beginnings to the head of the milling company which bears his name. He has always made his home in Milwaukee and was educated here. Mr. Krause served as vice-president before his promotion to the presidency. He has been a member of the exchange for fifteen years.

A very light vote was cast by Chamber members in the election, indicating lax interest in the contest. Just 282 of the 582 members of the Chamber manifested enough zeal in the election to take the trouble to vote. Mr. Krause received 147 votes compared to 102 for W. P. Bishop, who has been president of the exchange twice before.

Mr. Krause says that he has no special policy to announce, that he will not revolutionize the methods of the exchange in any way, but will settle each problem as it comes along.

A. K. Taylor, also a well known grain trader of Milwaukee, was re-elected first vice president of the Chamber without opposition.

H. W. Ladish was chosen second vice president. Three directors were chosen for a term of three years: P. C. Kamm, L. L. Runkel and Walter Stern, the miller. Two were chosen to the board of arbitration: E. H. Heimke and Herman Jahns, Jr. The three members chosen to the board of appeals are

P. P. Donahue, E. J. Furlong and James A. Mander, all ex-presidents of the Milwaukee Chamber.

* * *

Secretary Plumb was chosen secretary-treasurer of the exchange as a matter of course without opposition, his efficient and faithful service being recognized by every member of the Milwaukee exchange.

* * *

Much interest has been aroused among Milwaukee grain men in the newest switching rates of the railroads here on interstate shipments. Milwaukee road switching are \$6 to \$10 per car, the rate being



CHARLES A. KRAUSE
President, Milwaukee Chamber of Commerce.

1 cent per 100 pounds on minimum carload shipments of 60,000 pounds. The Northwestern road will absorb only \$3 per car of this switching charge wherever grain comes in over the Northwestern road and has to be switched to elevators or industries on the Milwaukee road. This leaves a charge of \$3 to \$7 a car which has to be assumed by the shipper.

"Every effort has been made to have the representatives of the two railroads get together and settle this question between themselves so that the shippers would not be penalized," said Secretary Plumb of the Milwaukee exchange. "As it is, of course, the shippers would prefer to use the Milwaukee road to avoid this switching charge. The matter has been brought before the Interstate Commerce Commission and a decision should be given soon. It should be distinctly understood, however, that this extra switching charge applies only to interstate shipments, since the higher schedule would not be legal on shipments originating within the borders of Wisconsin."

* * *

Milwaukee achieved another distinct rate victory in having the reshipping rates from this point and from Manitowoc substantially restored by the In-

terstate Commerce Commission. Arguments were made on behalf of the Milwaukee Chamber to the effect that Milwaukee is substantially as important as a grain market as is Chicago and that rates that would discriminate in favor of Chicago would not be fair. One of the important concerns in this decision was the Western Elevator Company at Manitowoc which handled 7,000,000 bushels of grain during the year ending May 31, 1914. About one-third of this amount was shipped from Milwaukee under the reshipping rates via Manitowoc. The Western Elevator Company has 65 country elevators in Iowa and Minnesota on various railroads so that it is much interested in maintaining as favorable shipping rates east as possible.

The arguments were also made on behalf of Milwaukee and Manitowoc gain men that although reshipping rates would be allowed to the East by lake, that these facilities were not adequate to supply the Milwaukee trade. Facts were also offered showing that shippers generally object to shipping their malt via the lake routes on account of the effect upon the malt. In one year 7,500,000 bushels of malt were shipped from Milwaukee, of which 41 per cent moved via the Milwaukee road and 43 per cent via the Northwestern road, all of this going by the rail route through Chicago and Chicago Junction points. The report on the case says that more than 58 per cent of all the 30,000,000 bushels of grain shipped from Milwaukee in one year was via the all-rail routes and only 32 per cent via the all-lake routes.

"It should be recalled," said Secretary Plumb, in giving a discussion of the practical effects of these shipping cases, "that the reshipping rates were restored as far as the East was concerned, but not in the Central Association territory. Since, however, most of the Milwaukee shipments are to the Eastern points, Milwaukee has derived all of the substantial advantage from this decision."

* * *

The annual report of the president and the board of directors for the year shows that the Milwaukee Chamber of Commerce is in a very flourishing financial condition, there being a surplus for the year of about \$10,000 and the total surplus is now in excess of \$43,000. The income from all sources for the year were about \$97,000 and the disbursements about \$87,000. The announcement is also made that the weighing and inspection department is yielding a good surplus, but extensive improvements along this line are contemplated so that much of the excess funds will be used in that way.

A review is given in the annual report showing the interest taken by the Milwaukee Chamber in the national bodies, which has meant much to the welfare of the city in many ways. The bodies in which the Chamber has memberships are: The Chamber of Commerce of the United States; the Council of Grain Exchanges; the Grain Dealers' National Association; and the Great Lakes Waterway Conference.

* * *

The Board of Directors also decided to continue Traffic Expert George A. Schroeder in charge of the freight bureau for another year. He was commended for having safeguarded the interests of Milwaukee grain men many times in the way of warding off advances in freights and switching at various times.

In closing the report the board of directors commented on the huge grain trade at Milwaukee recently in the following words: "The calendar year 1914 was remarkable in a business sense and in the enormous volume of grain handled by our mem-

hers. When we consider that there was a gain of about 30 per cent in receipts over the quantity received the year before and that they were more than double the receipts of five years ago, we realize the possibilities of the market. The movement of the 1914 crop of grain to date shows large increases over that of the preceding year, receipts of all kinds of grain from September 1 to April 1, 1915, being 53,771,000 bushels, compared to 38,570,000 bushels for the corresponding period a year ago. The shipments of all kinds of grain for the same period ending April 1, 1915, were 45,464,000 bushels, compared with 21,594,000 bushels for the corresponding period in the crop of 1913."

These figures indicate that for the last crop of grain Milwaukee is handling almost twice as much grain as the previous year, both in the way of receipts and shipments. It is the most phenomenal increase in grain trade ever reported at the Milwaukee market.

* * *

Traffic Expert Schroeder says that the news that the Cummins Bill went through Congress is very gratifying to grain men. "We have been laboring



H. A. PLUMB

Re-elected Secretary Milwaukee Chamber of Commerce.

for years," he added, "to get this feature into the bill of lading. And since grains are shipped under a specific commodity rate there can be no advance in freight charges. We wanted it possible for grain shippers to have the right to make claims for damages within six months instead of four as at present. There were other small discrepancies in that bill which we hope are remedied."

The Cummins Bill provides the old common law prohibiting the common carrier from limiting liability lower than the loss in damages to the shipper.

* * *

The Milwaukee road has issued a rule that hay cannot be weighed free on its wagon scales. The road will accept the Chamber of Commerce weights in the basing of its freight charges.

* * *

The grain in store in Milwaukee at the close of business April 3, 1915, was 16,000 bushels of wheat in round numbers, 828,000 bushels of corn approximately, 610,000 bushels of oats, 349,000 bushels of barley and 10,000 bushels of rye. This indicates very small stocks of rye and wheat and fairly liberal supplies of corn, oats and barley.

* * *

Fire at the Stacks & Kellogg Elevator from spontaneous combustion caused only a slight loss.

* * *

E. W. Wagner & Co., well known grain house of Chicago, has opened a branch office in Milwaukee, with Frank F. Frost in charge. Quarters have been

provided in 409 Chamber of Commerce Building. Mr. Frost has had wide experience both in the cash and the speculative grain business.

* * *

Two more moisture testers will be added to the testing equipment of the Milwaukee Chamber by Chief Inspector A. A. Breed. Mr. Breed says that his department will have to have more room if it is to install any more equipment.

* * *

Milwaukee bank clearings are generally ruling a little less than last year, indicating that general trade here is still a little backward.

DULUTH

S. J. SCHULTE - - CORRESPONDENT

DULUTH elevator men handled a much larger volume of business than had been expected during the winter months in view of the liberal receipts of grain up to the close of navigation in December. Receipts at the Head of the Lakes elevators during March were substantially ahead of the corresponding period last year, aggregating 3,889,077 bushels of all grains, compared with 1,859,508 bushels during March, 1914. Wheat receipts came to 3,111,621 bushels against 1,111,267 bushels; corn, 7,672 bushels against 46,652 bushels; rye, 12,450 bushels, against 8,380 bushels; barley, 75,104 bushels, against 155,686 bushels; oats, 419,243 bushels, against 394,929 bushels, and flaxseed, 262,977 bushels, against 142,594 bushels last year.

The movement was promoted through buying by operators to cover export sales rather than to inquiry from Eastern millers. It is estimated that 8,000,000 bushels of the approximately 12,000,000 bushels of wheat now in the houses here has been sold for foreign shipment at the opening of navigation, and besides that considerable grain now in interior houses through Minnesota and North Dakota has been bought to arrive by exporters. The strength of the cash situation in the market here is attested in the fact that No. 1 northern wheat now commands a premium of 3 cents over May, whereas it brought only the May price up to the end of February.

Under present conditions a rush of forwardings from here to the Lower Lakes ports is assured at the opening of navigation. Vessel space has been chartered for the great bulk of the grain now on store here on a basis of 1¾ cents a bushels to Buffalo, while for boats to arrive 1½ cents is the rate being asked. With stocks so severely depleted through the filling of export contracts, operators predict that a strained situation will develop later on in the May future, and that with the development of urgent buying by millers, quotations may be run up materially. On that score a prominent Duluth trader predicted recently that Spring wheat will sell well over the \$1.75 mark before the new crop is ready to harvest. It is contended that flour dealers have over-stayed their market in covering their prospective requirements, and that later on when they want the product they will find that the carrying through of export contracts has resulted in a tight grain supply condition.

There has been steady bidding for oats, and their figure at 54¾ cents a bushel is up 1¾ cents. The market in rye and Durum has been quiet and featureless but an advance of 3 cents has come about in each case.

Flaxseed has turned strong on a better realization of the fact that the acreage sown to it in both the Canadian and American Northwest this Spring is certain to show a large falling off and that supplies will probably fall short of meeting crushers' needs. The cash seed has advanced here 9 cents to \$1.93¼, and there appears to be good support in the market at its higher range. Some of the best-posted operators in the trade here do not, however, look for a continuance of the upward movement.

Touching upon the general situation in the flaxseed market, Godfrey Morgan, manager of the Spencer-Kellogg Company's system of elevators at Buffalo said in a Duluth interview that his concern had bought considerable Argentine seed, and that shipments of it are now beginning to arrive at the seaboard. He expressed the opinion that Argentine and Calcutta supplies will dominate the market during the season, so that if the price of the seed is forced up through shortness in the American crop as happened four years ago, importations from those countries will be increased. Crushers will find plenty of seed no matter whether any of it is grown in this country or not, he said.

* * *

H. A. Starkey has been appointed president and general manager of the Consolidated Elevator Company, filling the vacancy caused by the death of George Spencer. The appointment was made at a recent meeting of the company's board of directors held at New York. The new official was vice-president and superintendent of the company for a number of years, and he is regarded as one of the best informed men in the grain trade at the Head of the Lakes.

* * *

Strong hopes are now entertained that an adjustment will be effected in the basis of taxing the elevators on the Superior side of the harbor that will be satisfactory to all interests. Up to the present the assessment in that state is levied upon the tonnage of grain in the elevators as on May 1. That has been found to militate seriously against the operation of the Superior elevators in opposition to the Duluth houses whose tax rate is based upon the volume of grain passed through them during the year. Strong representation was made to the Wisconsin Tax Commission last year to adopt the Minnesota basis without result at the time. Since then, however, negotiations have been quietly proceeding between the elevator men and the commissioners and there is now said to be reason to think that a settlement will be made. Members of the commission are reported to have expressed their concurrence with the views of the elevator interests at a recent conference held at Madison, Wis., and their decision is expected to be announced shortly.

* * *

Provided the elevator men succeed in their contention the carrying through of a number of projected improvements in the Superior plants that had been held in abeyance is expected. These include the building of a 3,500,000-bushel addition to the Great Northern's system of elevators. It is recognized in the grain trade that in view of the prospective greatly increased crops of all grains in the Northwest next Fall, and the likelihood of continued expansion as the country settles up, the elevator capacity at the Head of the Lakes will prove inadequate.

That condition was experienced a year ago, when with a normal Spring wheat harvest and the flow this way of a proportion of the Canadian crop, it was found necessary to line up a large fleet of steamers for Winter storage. Though the 1914 crop yield was smaller in the aggregate than in 1913, and there was just a trickling of grain this way from the Canadian West, some of the elevators here found themselves cramped for space during the past three weeks, and advance loadings of some steamers became necessary.

* * *

Thorwald H. Hagen of Duluth and Hermann L. Berg of Minneapolis, have taken out articles of incorporation as the Hagen-Berg Company. The new concern has a capital stock of \$100,000 and its headquarters will be in Duluth.

* * *

J. D. Shanahan, of the Shanahan Grain Company, has returned from Buffalo, where he spent the Winter in looking after the interests of his firm. He averred that he was successful in marketing to advantage the grain shipped down from here prior to the close of navigation. According to Mr. Shanahan the bulk of the wheat afloat and in elevators at Buffalo has been disposed of for export, and he

predicts that a stringency will develop in the domestic trade in so far as Spring wheat is concerned before the new season's crop is harvested. He concurred in statements that have been given out that flour trade has been slow for some time. He found in fact that Eastern millers have been re-selling their cash wheat in some cases rather than take chances on holding it at its present high price levels.

CINCINNATI

K. C. GRAIN - - CORRESPONDENT

ALTHOUGH the continuing high prices for grain and hay have had the natural effect of restricting sales, to a certain extent, the local market has none the less been fairly active, most of the dealers and handlers reporting good business. The usual Spring work on the farms has been responsible for a drop in receipts, but this has not been such as to render the market dull, by any means. In fact, the contrary is rather the case, especially on hay, the demand for alfalfa and clover being excellent. While affidavits relative to time of cutting and so forth are still required by the Department of Agriculture, as a precaution against the spread of the foot-and-mouth disease, this is not hampering the movement, as the trade has become used to this requirement, and forwarders understand it thoroughly, so that there is little or no inconvenience.

* * *

The demand for horses by the European countries is having its effect, as might be expected, on the grain, hay and feed dealers in cities where the animals are gathered for inspection, Covington, Ky., just across the river from Cincinnati, being one of these. A consignment of considerable size left there recently for Newport News, after handling at the stock yards, in excellent condition. This movement of horses has made the Covington yards look like old times, when they were among the busiest in the country, and has stimulated business among the dealers in grain and hay to a marked extent. Incidentally, it might also be mentioned that an enormous volume of grain from the West is also passing through Cincinnati and Covington, or, at least, it passes through when the congestion of traffic of this sort is not such as to prevent it. The yards around Covington have been full of cars loaded with grain regularly for some time, the movement being extremely heavy, and the difficulty in handling the grain at Newport News, heretofore referred to in the "American Grain Trade," resulting in frequent embargoes for short periods.

* * *

That the Cincinnati grain market is by no means languishing these days was indicated a short time ago when the Early & Daniel Company applied for a permit for the construction of a concrete addition to its plant, which will cost in the neighborhood of \$35,000. The structure will be 75 by 34 feet, and 88 feet high. The contract has since been let and work will be pushed during the Summer, with a view to having the addition ready for business by the time the Fall crops are ready for handling. The company is confident of active business throughout the Summer and Fall, in spite of the temporary dullness resulting from existing conditions during the past few months.

* * *

After a brave fight of some six weeks against death, B. W. Wasson, one of the oldest grain men in Cincinnati, died on March 28 at his home in South Norwood, at the age of 85 years. He submitted to an operation last October, from which at the time it seemed that he had completely recovered, but this was apparently not the case, as he was taken ill again six weeks ago, and his death resulted. He was the head of B. W. Wasson & Co., which he organized 50 years ago, and was a prominent and active member of the trade organizations

in the city up to the time when his illness incapacitated him. Suitable action on his death was taken by the Chamber of Commerce and by the Grain & Hay Exchange, the committee of the Chamber consisting of Charles W. Schmidt, Frank F. Collins, Robert Montgomery, J. W. Ellis and H. Lee Early. The funeral was attended by a large number of grain men who had known Mr. Wasson intimately during his long career in the trade. His widow, four daughters and two sons survive him.

* * *

Experiments conducted in Hamilton County, at various points, for the benefit of grain and hay growers, by D. R. Van Ratta, county agricultural agent, working in conjunction with the Federal and State Agricultural Departments, demonstrated convincingly the beneficial effect of limestone applications on acid soil; for the purpose of increasing corn and hay yields. The use of such treatments at the county demonstration farm resulted in an increase in yield of five bushels of corn to the acre and of from three-fourths to one and one-half tons of hay to the acre. Hamilton County farmers have ample



THE LATE B. W. WASSON, OF CINCINNATI

limestone on their lands, in the natural state, for unlimited use, the demonstrator pointed out, and a crusher for community use will enable them to secure the limestone dust in ample quantities at a very low cost. If the use of limestone is taken up as generally as the approval of the farmers seems to indicate, a considerable increase in yields in this vicinity may be expected.

* * *

Lanier Bros., of Nashville, Tenn., who established a Cincinnati branch recently for the purpose of use as a distributing base for hay, to be shipped South, and for cottonseed meal enroute North, have closed down the branch, perhaps permanently. No particular reason for the change was given, but it is understood that the closing of the season was responsible for it, and that it is possible that the branch will be reopened for next season's business.

* * *

Rumors of graft in connection with the boys' corn clubs, recently resulted in the initiation of an investigation at Columbus, for the purpose of determining whether certain charges were true. It was declared that an employee of the State Agricultural Commission had profited to the extent of more than \$5,000 in connection with the trip of the winners of the corn contests to Washington in December. According to the records, it seems that the matter of handling the trip was turned over, by contract, to T. P. Riddle, of Lima, Ohio, director of the corn-growing contests, with the understanding that he was to take care of the trip and retain as compensation such profit as he could make out of it. Mr. Riddle declared recently that stories that

his profits had reached a large sum were entirely untrue, as he made exactly \$151.88, which, as he points out, is considerably less than his salary as director of the contests. He was granted a month's leave without pay to handle the trip, and thus really lost money, he states.

* * *

A receiver was recently appointed for A. B. Somerset and Christopher Hinkle, of Marion, Ohio, doing business as the Marion Feed Store. The application was made by Mr. Hinkle, on the ground that the business, which was opened in September, 1914, is being conducted at a loss, and should be wound up. Hiram Uncapher was accordingly appointed receiver.

* * *

Kentucky grain shippers, as well as receivers and handlers of grain in Cincinnati and Covington, were considerably interested in a case decided a short time ago by Circuit Judge Arthur Denison, of the United States District Court, at Covington, Ky. The suit was brought by the Louisville & Nashville against members of the Kentucky Railroad Commission about four years ago, the adequacy of the rates on grain fixed by the Commission being challenged by the company. The company alleged that it had \$29,000,000 worth of rolling stock, including that employed in handling grain, which did not return six per cent on the investment, and asserted that rates on grain were fixed without proper proof being required. The unconstitutionality of the law establishing the Commission was also alleged. Arguments on the case were heard recently at Covington by three Federal judges, and the immediate decision was to the effect that the injunction granted by the court should be dissolved, the effect of which order was to cause the distribution by the clerk of \$90,000 received from shippers and held pending the decision of the court. This amount represents the difference between the rates ordered by the Commission and those charged by the railroad, and comes in very nicely to the shippers. The case is not yet ended, however, as permission to amend certain allegations was given. As far as the rates involved are concerned, however, the Commissioners, and, incidentally, the shippers, win.

ST. LOUIS

R. O. JOHNSON - CORRESPONDENT

MARKED improvement is noted in business conditions in St. Louis territory and in financial and commercial lines in the city's trade there is an undercurrent of cheerfulness that has not been prevalent since war in Europe was declared. That a business revival of magnitude is before the country now is generally conceded in well-informed sources; and that this section is in a position to enjoy the recovery to its fullest extent is indicated in the report of the Treasury Department, made public April 8, and compiled from statistics and data gathered by 80 bank examiners in the United States. The report from St. Louis said:

Business conditions stand at the highest point since May, 1914. Pronounced hopefulness is prevalent in nearly every district. Announcement says, "Agricultural conditions generally are excellent and commercial lines, with comparatively few exceptions, are enlarging their activities, mainly through an increased demand, but in some cases preparation for activity is expected to develop with the coming of good weather.

The states adjoining the Missouri River and the Mississippi River above St. Louis enjoyed exceptional prosperity during the past season and the present prospects are that the present season will yield even better results.

* * *

On the Merchants' Exchange trade in wheat continues rather limited, owing to high prices and uncertainty surrounding the ending of the European war. Cash and export houses have had an active business and are not complaining, although foreign buying has not been as heavy as some weeks ago.

Stocks and contract wheat here are limited, and are said to be under control of a leading commission house, and unless supplies are unexpectedly increased by a heavier movement from the farms, or prices are depressed by sudden peace in Europe, there is every indication that the May option will go out in a "blaze of glory." St. Louis and vicinity had good rains recently, and reports to commission houses on the winter wheat crop are highly favorable. It is noticeable, however, that the early sown wheat is in much better condition than the late planted. Warm forcing weather is now needed for the crop's perfect advancement.

* * *

Oscar Lyle, crop expert for the Chicago commission firm of Chapin & Co., was on the Merchants' Exchange recently, before starting on an extended crop inspection tour in the winter wheat belt of the Southwest. Mr. Lyle said conditions through the winter had been favorable for Hessian fly development, and the chances favored a considerable scare from this pest when the warm weather arrives.

* * *

The Willard-Johnson fight caused more excitement on the St. Louis Merchants' Exchange than any bull or bear market that has developed in months. Nearly all the traders had a "bet" down and several pools were made on the number of rounds the fight would last. Oscar Lamy was fortunate enough to have the 26th round, which meant \$45 for his \$1, but in the 13th round George Harsh bet him \$1 against \$30 that his number 26 was a winner. Never can tell about these "hedgies" and "spreads."

* * *

Several of the best-posted traders on the St. Louis Merchants' Exchange think they see in the buoyant market for stocks in Wall street chances of an early peace in Europe, and have abandoned the bull side of the grain on this account. They assert that international bankers would be the first ones to know of any definite movement for peace, and would naturally start buying stocks in advance of any public announcement. Wall Street is rarely wrong when it discounts future news or conditions, either in a rising or declining market. Has Wall Street something up its sleeve in the present boom?

* * *

A meeting of grain dealers of northwest Missouri was held in Kirksville on April 9.

* * *

Wheat conditions in Missouri on April 1 was 11 points below that of one year ago. This estimate is based upon reports made to the Missouri State Board of Agriculture by its 800 correspondents. It is estimated that but 32 per cent of the corn land has been plowed. This is 9 per cent less than one year ago. No corn has been planted. Soil condition is generally good. There is a scarcity of seed corn, especially in the southeast section of the state where the 1914 drought was most severe. Condition of clover is estimated at 80 per cent, acreage 88. Condition of timothy 90 per cent; acreage, 90 per cent; condition of rye, 90 per cent; alfalfa, 89 per cent.

* * *

William Lanyon, capitalist, and one of the largest operators in grain in the West, has returned to trading on the St. Louis Merchants' Exchange, and commission houses are made glad, as Mr. Lanyon's commissions amount to a large sum. Mr. Lanyon has been conspicuous in some of the most sensational deals ever pulled off in the St. Louis market, and at present is said to be heavily interested in May wheat.

* * *

B. H. Milliken, of the Milliken-Helm Commission Company, returned to St. Louis recently from a protracted stay in California. Mr. Milliken declares that business in the West is picking up, and that the future outlook is decidedly hopeful.

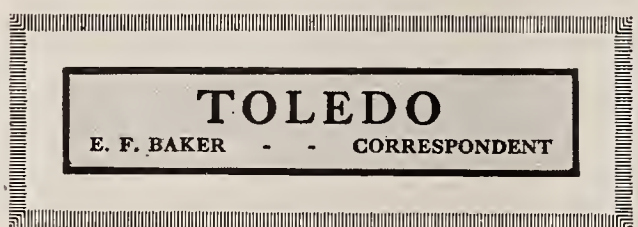
* * *

The St. Louis Merchants' Exchange has as yet taken no action to contest the recent bill passed in Jefferson City abolishing the weighing bureau and which places the weighing and inspection of grain

in cities of 75,000 people or over in the hands of the State Warehouse Commissioner Roger P. Annan, Jr., president of the Exchange, says, however, that if necessary the matter will be carried to the courts for settlement. A peculiar angle of the new legislation was that at the time the grain bill passed a bill providing for state inspection of hay was defeated. F. M. McClelland, J. W. Bryan and John D. Mullally were on the committee which opposed the latter measure.

* * *

T. K. Martin, of the Graham-Martin Grain Company, is on the floor of the St. Louis Merchants' Exchange again, after having been confined to his home for three weeks by illness.



THE usual April quiet has settled down in the Produce Exchange and the only excitement is when a couple of members get to wrangling about the European war or the latest maxixe step, or when some firm raises the dust getting ready to leave its old quarters for the fine new location in



THE LATE W. E. TOMPKINS.

the Second National Bank Building. There is but little grain coming into the Toledo market and very little going out. The export shipping is also low at present. The recent rains have vastly improved the new crop outlook. Wheat has suffered some because of the cold, dry March and some replanting may have to be done. Practically all the oats planting in northwestern Ohio has been completed and many farmers have finished their plowing. A normal crop is expected and while the weather has been a little hard on the growing plants and some complaint has been made of Hessian fly the damage from this source is local in its nature and not general. The estimated area of Ohio wheat now sown is 1,828,267 acres.

Receipts for the past week according to the records of the Produce Exchange were: Wheat, 45,000 bushels; corn, 75,600 bushels; oats, 36,800 bushels. Shipments: Wheat, 29,500 bushels; corn, 87,700 bushels; oats, 82,400 bushels.

Grain in store in Toledo for the week ending April 3, according to the 'Change records amounted to 346,619 bushels of wheat, about half the amount stored here a year ago; corn, 227,609 bushels, as compared with 304,396 a year ago; oats, 307,000 bushels, as against 327,424 bushels a year ago.

* * *

M. France, a Millersburg member of the Toledo Produce Exchange, had a remarkable dream recently which he credits with saving his life. Last week Toledo experienced a bad fire when the Niagara Hotel was burned and several people lost their lives. Mr. France had been making the Niagara Hotel his stopping place during his frequent visits to Toledo and was in the city on Wednesday previous to the fire. He had expected to remain here for several days, but on Wednesday night had a particularly vivid dream in which he was routed out of the hotel

by fire which he plainly saw creeping its way into his room. The dream made such a vivid impression that he related it to a number of prominent grain men and he checked out early Saturday morning, although he had expected originally to remain longer. He returned to his home in Millersburg, to spend Sunday, returned to Toledo on Monday. Saturday night the hotel was destroyed by fire and several lives lost.

* * *

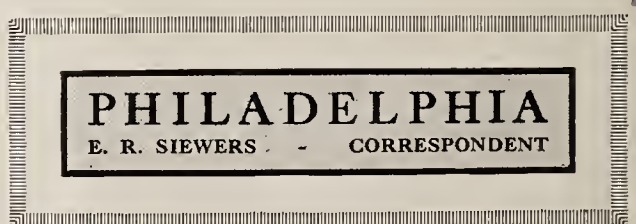
Fred Mayer, of J. F. Zahm & Co., has returned from New York, where he spent ten days on a pleasure trip.

* * *

Members of the grain trade were all deeply saddened by the death of W. E. Tompkins, secretary-treasurer of the Raymond P. Lipe Company, which occurred last week at the Johns Hopkins Hospital at Baltimore where he was taken recently in the hope of saving his life.

* * *

The Toledo Produce Exchange is planning a removal from the Produce Exchange Building on Madison avenue, which it formerly owned and which it has occupied so long that many of the members do not like to talk about for fear it will give their own age away, to the new Second National Bank Building on Summit Street, the highest building in the city. The new trading room will be on the ninth floor and the floor space will be about 40x56 feet. The new 'Change will be furnished in solid mahogany and an up-to-date seed and testing laboratory has been arranged on the top floor. "Big Chief" Culver announces that he will have one of the finest testing laboratories in the country and the same claim is made by Seed Inspector Charles V. Pitzen. The move will be made some time before June 1, according to present plans and the 'Change floor is already being remodeled to meet the requirements. The greater share of the grain firms now occupying offices in the old Produce Exchange Building will remove to the Second National Bank Building. Most of the grain men seem to have a hankering after lofty altitudes and they are scattered about through the building from the ninth floor to the nineteenth.



ONE of the greatest contests for absolute justice and rights that is now going on between the Commercial Exchange authorities and the trunk lines entering this terminal port, as compared with New York, is now up to Interstate Commerce Commission at Washington, D. C. After months and years of watching and waiting and careful investigating from every possible standpoint an exceedingly strong brief has been filed with the Commission. President Louis G. Graff has just given out the following official statement, covering the case:

The Commercial Exchange of Philadelphia does not employ a statistical representative, but it has through its Board of Directors filed a formal complaint with the Interstate Commerce Commission against the Pennsylvania Railroad Company, et al., entering the port, charging a discrimination against Philadelphia and in favor of New York in the grain charges for "Direct Loading" from elevator to vessel, the rate being 3/4 of a cent per bushel in Philadelphia as against a 1/2 cent per bushel in New York for the same service. The Commercial Exchange believes it has a strong case and is sanguine of a decision being rendered in its favor.

* * *

Since the amendments in the by-laws of the Exchange have been overwhelmingly adopted, the new Arbitration Committee will be made up as follows: Mahlon R. Swartley, George Seibert, Augustus Beitrey, J. Leedom Jones, and Winfield Scott Woodward. The Appeals Committee, which is one of the latest innovations, include F. Marion Hall, Horace Kalb, Ludwig Deetzen, John Lynch, George P. White, Wil-

liam R. Depuy and A. Judson Stiles. The limit of the arbitration fees are from \$15 to \$25, according to amounts at issue, and the appeal rates \$25.

* * *

New members of the Commercial Exchange are: C. R. Kirk & Co., of Oxford, Pa.; Robert Bulling, of 151 North Front Street, Philadelphia, and the Omaha Alfalfa Milling Company, of Omaha, Neb., with branch headquarters in this city.

* * *

It was sad and most disappointing news to the trade here that the relief ship *South Point*, loaded with a cargo of foodstuffs and clothing for the Belgian sufferers, representing a \$600,000 value, after delivering its work of charity, was sunk upon its return trip to this country.

* * *

The Grain Inspection Department, on account of the increased exports of grain owing to the strong war demands, has enlarged its confines on the fifth floor of the Bourse Building and a suite of four rooms has been fitted up to meet every possible emergency.

* * *

Joseph Coates Walker, one of the oldest members of the Commercial Exchange, died on his 83d birthday at his home town, Gap, Lancaster County, Pa. He organized and was president of a prominent banking institution for 32 years, and in 1853 erected a big brick grain elevator and carried on an extensive grain, feed and flour business under the firm name of Joseph C. Walker & Son, holding a continuous membership with the Exchange since 1871. His son, William J. L. Walker, succeeds him in the business.

* * *

L. F. Miller & Sons are doing a great export business in grain at present, and Morris F. Miller, who is in full charge of that branch of the business, while a "live wire," is one of the most reticent men on the grain floor, 250,000 bushels of oats quite recently went to foreign lands, and cargoes of 500,000 bushels of wheat and corn were divided between France and Holland.

INDIANAPOLIS

F. J. MILLER - - CORRESPONDENT

ACTIVITY in the grain field just now is confined more to the farmers who are preparing a new crop than to the dealers who are handling what remains on the market of the old crop. Those who have recently made trips through the state assert their belief that here and there amounts of grain are being held back, which in the aggregate would make an appreciable quantity. But there has been little indication during the last month that the farmers and country elevators were letting go what they still have. There has even been some talk of two dollar wheat among the dreamers, but dealers declare that such ideas are all moonshine.

Rather they are now looking to the fields in which the next crop is planted or being planted. Until yesterday there had been no rain over the state for some time and in a number of places the need for moisture was becoming pronounced. The northern and central parts of the state benefited by brief showers, but much more will be needed in the next few days to avert trouble. This is especially true in the southern part of the state, where early indications had been so favorable.

* * *

William C. Hayward, manager of the Mutual Grain Company, is one of the latest of grain men to throw his hat in the matrimonial ring. Without making any great fuss about the matter, Mr. Hayward and Miss Frieda Heun were quietly married. It is reported that Mr. Hayward's reputation as a cook played an important part in the negotiations. Many of the men in the building called to pay their respects after the ceremony and "Cook"

made a short speech, informing them that the latch string in their Irvington home would always be out.

* * *

Activity on the new trading floor of the Indianapolis Board of Trade has been all that could be expected during the last month. The size of the room has just been doubled and new tables will be set up in a few days. There have been a large number of visitors since the floor was opened and all have commended the Board for the step it took in opening up this facility and adding to the working equipment of Indianapolis and Indiana grain men.

* * *

A number of changes in the grain rules of the Indianapolis Board of Trade have been made since the opening of the trading room. The grain committee has recently adopted and posted the following rules governing grain sales:

Section 33: It shall be the duty of members to make written reports to the secretary of all sales of track grain, hay, straw or feed made either on or off the floor to other members of this Board as ordered by the Grain Committee. The secretary shall post same on a record book open to members of this Board, and all reports of sales shall be open to investigation and certification by the secretary upon the request of any complaining member in writing. Any false, fictitious or misleading reports of sales shall be reported to the Grain Committee by the secretary, which committee shall investigate and take action. All daily market reports issued by members for information of the trade shall be compiled from the record book in the office of the secretary and each report shall not represent individual sales, but general sales as displayed on the record book. Buyers may also make report of purchases to the secretary for his information.

Section 34. Paragraph 3: Only members of the Board of Trade shall have the privilege of the Exchange Room for transacting business governed by the rules of the Board, when the written application of such member has been previously approved for Exchange Room privileges by the Grain Committee, and no member shall be deemed a representative of two corporations, or two firms, or a firm and a corporation for the purpose of giving both firms or corporations Exchange Room privileges.

Section 34. Paragraph 11: All sales of track grain, hay, straw or feed shall be reported to the door-keeper in writing within fifteen minutes after completion, but all sales made in the Exchange Room shall be reported by 2:15 o'clock p. m. on the date sold. Sales made outside the Exchange Room shall be so designated and shall be reported in writing by 9:30 o'clock a. m. of each business day. All a. m. sales made after 9:30 o'clock shall be reported immediately upon the opening of the Exchange Room.

* * *

Francis T. Hinshaw, a grain dealer of Horton, Ind., has filed a voluntary petition in bankruptcy in the Federal court here. He gave his debts as \$184,386.80 and his assets as \$17,925. It is said that the failure is the result of losses growing out of the recent failure of the Farmers and Merchants Bank of Cicero, Ind.

* * *

J. L. Sullivan, traffic manager of the American Homin Company, is one of a committee appointed by the Transportation Club of Indianapolis to publish a monthly bulletin giving reports of the organization and also notices and other features of interest to grain men and other shippers.

* * *

Former Congressman James E. Watson and Former Mayor Charles A. Bookwalter were speakers at a smoker in the Board of Trade rooms recently. This was the third of these events this season and will be followed by other smokers and entertainments.

* * *

The William Eesley Company, of West College Corner, Ind., has been incorporated with a capital stock of \$30,000, to conduct grain elevators. The directors are William Eesley, Thaddeus B. Bates and Clara Eesley.

* * *

The Western Coal & Grain Company will soon occupy new offices in the Occidental Building, the newest downtown office structure. The company will have space on the fifth floor.

* * *

The following have been elected to membership in the Indianapolis Board of Trade: Fernor S. Cannon, Harley H. Giltner, Walter E. Kipp, John S. Pearson, R. R. Reagan, Fred H. Schwomeyer, Harry

B. Skillman, H. Vern Schlosser, Otto D. Kendrick and William Locks, of Indianapolis; Samuel Y. Bingham, Louisville, Ky.; E. A. Fitzgerald, Cincinnati, O.; and Fred G. Heinmiller, Lafayette, Ind.

* * *

The Indianapolis Board of Public Safety awarded contracts for feed for fire department horses for the three months beginning April 1, as follows: Timothy hay will be supplied by the Indiana Elevator Company at \$18.50 a ton; the Beit Elevator Company will supply oats at 60 cents a bushel, and straw at \$7.50 a ton.

* * *

The rapid jump in wheat prices during the month of January is the basis of a suit filed by Paul Kuhn & Co. against August Kroeger, Jr., at Vincennes, Ind. The plaintiff's allege the defendant offered 600 bushels of wheat to them for \$1.25 a bushel and that the defendant later sold the wheat to another party for \$1.50. A judgment for \$200 is asked.

BUFFALO

ELMER M. HILL - - CORRESPONDENT

ALTHOUGH marine insurance goes into effect on April 15, it is not likely that any grain carriers will reach Buffalo before the last few days of the month because of the large ice fields in lower Lake Erie. A number of ships are ready to clear port as soon as conditions are favorable, but the weather has not been warm enough to have any great effect upon the ice floes.

Reports received from the grain elevators along the Buffalo river and City Ship canal by officials of the Western Elevating Association shows that on April 10 only four vessels were still holding winter storage cargoes with a total of 749,000 bushels of wheat and 383,500 bushels of oats. A large amount of grain is being held in the elevators, but the movement by rail to seaboard points for foreign shipment continues brisk. The elevator interests, however, say that there is adequate facilities and room for the rush which is usually experienced at the opening of navigation.

At the close of navigation there were in the Buffalo harbor a total of forty-five grain carriers with winter storage cargoes of approximately 12,000,000 bushels of wheat and 10,000,000 bushels of oats. All of this vast amount of grain has been handled through the Buffalo lake grain elevators. While many of the structures have not worked steady throughout the winter months, all of them have been kept more or less busy handling the storage grain cargoes.

More than a dozen lake vessels, operated by shippers who are usually kept busy in the ore trade until late in the season, have been placed for grain for the opening trip. That means the boats will not be ready for the ore trade until the middle of next month. Almost all the spot tonnage has been picked up for the grain trade so this is taken to indicate a heavy down-lake movement during the opening weeks of the navigation season. The steamer John A. Donaldson has been placed to take a cargo of oats and corn from Manitowoc to Buffalo on the opening trip on the basis of 1¼ cents on corn. Lake Superior shippers are not bidding for capacity. Almost all boats at Duluth are under charter in the grain trade.

The opening rates on grain carriers is about the same as last year. After the first two trips, rates will take a drop and minimum rates will be the rule throughout the summer—or until the fall movement begins.

* * *

It is announced by the Government that Lightship No. 98, which is to replace Lightship No. 82, lost off Point Ahine, Lake Erie, more than a year ago, is ready for her initial trip down the lakes from Muskegon. The new vessel will be a great aid to lake grain carriers and other vessels plying

lower Lake Erie in foggy or otherwise stormy weather. The Canadian Department of Marine and Fisheries, which has announced its intention of erecting a lighthouse and fog signal station at Point Abine, Lake Erie, has practically given up the plans of constructing the station this season.

* * *

The reduction of the River and Harbor Bill during the closing days of the last session of Congress to \$30,000,000 means no loss to the Buffalo harbor. Under the apportionment the Lake Erie entrance to the Black River Harbor and the Erie Basin received \$10,000 and Oswego Harbor \$100,000. There is also an appropriation of \$187,375 for continuing the improvement work in the Buffalo Harbor and at the North Harbor entrance channel. The improvements are necessary by reason of the construction of new and larger grain carriers year after year.

* * *

The plans for the big grain elevator that is being built by the Eastern Grain, Mill and Elevator Corporation, on the Buffalo River and the Lake Shore Railroad tracks has been filed with the Bureau of Buildings. They disclose that the company is spending \$226,700 in its construction. It will be of concrete and cement plaster with re-inforced steel construction.

* * *

For several years past the farmers in the country surrounding Dunnville, Ontario, Canada, a short distance from Buffalo, have been dissatisfied with the prices paid to them by the canners for vegetables, etc., and this year they have decided to grow grain. To that end an association has been organized and it will seek the co-operation of the Dominion Government in making a series of experiments in growing oats and other grains on their large farms.

* * *

An action has been brought against E. H. Grandin by the Federal authorities in Buffalo, charging misbranding stock feed and shipping it between Jamestown, N. Y., and Auburn, Me. It is alleged the feed contained less protein and fat than stated on the label. A similar action has been brought against Frank Chesbro for alleged shipment of misbranded cattle feed from Salamanca to Vezie, Maine.

* * *

Buffalo grain men and millers are greatly interested in the plans of the Buffalo Industrial Exposition Company, for a great indoor exposition of Buffalo's industrial activities during the first week of next October. The exposition will be under the auspices of the Buffalo Wholesale Merchants' Association of the Chamber of Commerce and will be an educational display of Buffalo products. The display will be held in the Broadway Auditorium.

KANSAS CITY

B. S. BROWN - CORRESPONDENT

GRAIN receipts for the month of March dropped off because of the muddy condition of the roads. The movement of wheat into Kansas City in March was 1,282,500 bushels, which shows a falling off of 703,350 bushels from the February record and 270,000 bushels less than it was a year ago. The corn receipts were the lowest in Kansas City that they have been for fifteen years. Stocks in store decreased 1,662,371 bushels, leaving 3,445,018 in the elevators. Oats also fell for the month, being 209,100 bushels less than last month. \$1.56 was the top price on No. 2 hard wheat in Kansas City last month and was attained in the middle of the month. It fell as low as \$1.36. The price of No. 2 soft wheat ranged from \$1.36 to \$1.53. Corn ranged from 67½ to 72¼ and oats about 16 to 17 cents lower than the corn level, with No. 2 white at 57c.

The month of March closed with the hay prices holding well. On the 29th all previous records were broken for the hay market in Kansas City—249 cars

were on the tracks that day and the buying was snappy and prices maintained. The prices on this day on timothy, of which ten cars were received, ranged from \$9 to \$15.50; 113 cars of prairie were received and sold from \$7 to \$12.50; 107 alfalfa from \$11 to \$15, and 5 straw at \$5. Large runs are expected to continue at Kansas City and the prices are expected to suffer.

* * *

A party of University of Missouri students and Prof. J. C. Hackelman of the school visited the hay tracks at Kansas City recently and studied the grading and the methods of doing business on the tracks. They were much surprised at the great volume of business that was transacted there in such a short time. There were more than 180 cars on the tracks at the time.

* * *

The Lonsdale Grain Company of Kansas City recently received a judgment for \$8,262 against the Wales Milling Company, of Harper, Kan., in the Federal court at Wichita, Kan., on account of a default in the delivery of wheat. This is the first suit of the kind that has been tried. There are several more of the same nature still pending.

* * *

The Santa Fe Railroad's reports on the condition of the crops in Kansas, Oklahoma and Texas show that the condition of the wheat in the three states promises well. The seeding of oats in the southern sections was delayed and the acreage is very likely to be reduced. Texas has a large acreage seeded to oats.

* * *

C. W. Smith of Springfield, Mo., was elected to the Kansas City Board of Trade. Mr. Smith will open a branch house of his firm, Smith, Vincent & Co., of St. Louis, and enter the receiving and shipping business in Kansas City.

* * *

Frank Barrett of the Board of Trade at Kansas City recently returned from a month's tour in California. Mr. Barrett visited the exposition at San Francisco.

* * *

The Springfield Jobbers and Manufacturers Association of Springfield, Mo., recently completed negotiations for the delivery of a carload of Silver King corn, which will be distributed among residents of counties of southern Missouri who apply for such assistance. The corn will be packed in half bushel bags and each applicant will receive a bushel of seed corn.

* * *

Harry A. Allen, immigration agent at Kansas City, with offices in the Federal Building, is operating a Government Employment Bureau which is going to assist in solving the problem of harvest hands this summer for the Kansas wheat fields. Although the harvest is still several months off, Mr. Allen has been busy making plans for the co-operation with the state employment agent and other organizations in Kansas. During March Mr. Allen found work for 115 men, 70 of whom went to work on farms. The Government is entering this work for the first time and many believe that it will help greatly to relieve the harvest labor situation.

* * *

R. M. Stanley of Johnston County, Texas, says that corn is the largest acreage that has ever been planted in the state. The small grain such as wheat and oats mature early in Johnston County and they are harvested in May and June.

* * *

Governor Capper of Kansas has retained George B. Ross as state grain inspector. Mr. Ross has won high distinction as a grain inspector. In running the office Mr. Ross has not allowed politics to interfere and has, indeed, appointed more Republicans as deputies than he has Democrats. Mr. Ross is the man who wrote the new grain inspection law which does away with the necessity of the Kansas City (Mo.) Board of Trade sending its inspectors across the line and inspecting grain in Kansas City, Kan. He believes that if the state inspects the grain at the Kansas City, Kan., terminals the revenue

from the department should be increased by \$35,000 or \$40,000 a year. He will move his office to Kansas City, Kan., from Topeka, as the bulk of the work is done there.

* * *

Press Haden of Stockton, Mo., has announced his intention of going into the seed business there. He formerly was in the grocery business.

* * *

The Commercial Club of Kansas City has prepared statistics showing why the shippers of flour and grain should use the river for shipping. A great saving can be made by using the boat line to St. Louis and the rail route from there on to New York or other Eastern points.

* * *

About the only report of wheat being plowed under on account of injury during the Winter reached Kansas City recently through a representative of the Orthwein-Matchette Company of Wichita, Kan. He says that a field of 160 acres 7½ miles southwest of Wichita was plowed under.

* * *

The Aetna Milling & Elevator Company of Wellington, Kan., has let the contract for the construction of six concrete grain storage tanks with a combined capacity of 150,000 bushels, increasing their total storage to 250,000 bushels.

* * *

I. O. Schaub, supervisor of demonstration farms for the Frisco Railroad, has been busy sending out seeds of the following varieties: Corn, soy beans, peanuts, alfalfa, sweet clover, Sudan grass, Kaffir corn, milo, feterita and cotton. The Frisco has about 350 development farms along its road.

* * *

C. W. Lonsdale appeared before the Interstate Commerce Commission in behalf of local grain exporters interested in the problem of grain demurrage at Galveston. Last autumn thousands of cars were held up because of the heavy export movement and under the tariffs the carriers were compelled to assess demurrage charges on this accumulation. Shippers reached a settlement with the carriers, and about \$160,000 assessments accrued. It was recommended by Commissioner Clark that the accumulated charges be canceled.

* * *

A. E. W. Miller of B. C. Christopher & Co., Kansas City, was a passenger on the Santa Fe "Missionary" which was wrecked at Valley Center, Kan. Mr. Miller was on his way to the Grain Dealers' Convention at Wichita, Kan. He had to take an interurban to Wichita.

* * *

Watch your bales! Leslie Robinson of El Dorado, Kan., lost a purse while working in the alfalfa field of J. E. McCulley near El Dorado on July 2, 1913. The purse contained \$2.55, two dollars, one half-dollar and one nickel. The purse was recently found in the center of a bale of alfalfa in Mr. McCulley's barn and the money was returned to Mr. Robinson.

* * *

On the morning of March 18, the Coker Mill and Elevator at Slater, Mo., was totally destroyed by fire. The elevator was within a block of the Chicago & Alton station and was owned by William Pollock of Mexico, Mo., and was leased by W. A. Coker & Son. The property was insured, but not to the full amount. The elevator contained about 6,000 bushels of wheat, 15,000 bushels of corn, 20,000 grain sacks and other material. The total loss is estimated at \$20,000 and the fire is thought to have originated from an electric wire.

* * *

The Hunter Milling Company awarded the contract to the Burrell Engineering and Construction Company of Chicago for the construction of six large cement storage tanks on the site between the elevator and the mill. They now have two cement storage tanks which they are using. These, together with the line stations, will give the company something like 400,000 bushels capacity.

* * *

Several hundred business men recently gathered at the Hotel Baltimore to celebrate the return of

the Kansas City Federal League Ball Club to the city. The Board of Trade furnished a very notable contingent at the dinner. D. F. Piazzek, in fact, is one of the directors of the Club. The Board of Trade was represented at the dinner by C. T. Neal, George H. Davis, Charles Lonsdale, George Aylesworth and Frank Crowell. The Board of Trade contributed liberally to the fund for the support of the Club.

CHICAGO STAFF CORRESPONDENCE

THE Board of Trade operators are considerably stirred over the recent action by the railroads making this point their Eastern terminal in making a demurrage charge for cars held in the Chicago yards for reinspection. Five of the roads have already put the charge into effect and the rest declare their intention of following suit. The injustice of the charge is felt, not so much that it has some claims for many years of practice in which no charge was made, but also on the ground that it not infrequently happens that when a train is broken up and one or more cars are left on the track for reinspection or for some other reason, the cars are shunted around the yards at the convenience of the train crews, and the yard inspector himself cannot find them when wanted. In this way many hours may elapse before the cars are again reported, and a day's demurrage may have accrued in the meantime. While the number of re-inspections ordered is comparatively small, still the injustice of the demurrage under these conditions rankles. Unless strong protest is made by the shippers the order will be allowed to stand, for the Interstate Commerce Commission has already refused to suspend the order, although the Utilities Commission has done so.

* * *

The directors of the Chicago exchange have taken no formal action on the Western Rate Case, but it is felt that should the advance in rates be allowed it would work to the detriment of the market, particularly on grain from Missouri and the Southwest. There are, however, so many factors involved in the rate case besides the grain rates that it was thought best not to become involved in the general discussion, but to reserve the ammunition for concentrated fire later. The attack on the Dardanelles has shown that because fire was not returned at random from a bombarded position is no sign that big guns are not in position there. This is the attitude of the Board, and when the time comes their big guns will be heard from.

* * *

President Hoit of the Council of Grain Exchanges feels some confidence that conditions will warrant the calling of a meeting during the Summer months, although the question cannot be decided until the referendum vote is taken in May. Of course there are some members of the Council who would like to accept the invitation of the San Francisco Chamber of Commerce to hold the June meeting in that city, still the general sentiment seems to be that the place is so far away that the attendance would be too small to accomplish much of good. However, that can also be decided only after the vote is taken whether there shall be a meeting at all, and the directors then get together to decide on the place.

A new strain of oats was recently discovered at the Iowa Experiment Station, which promises to put Iowa still further in the lead in oats production. The new strain has been named "Iowa 103."

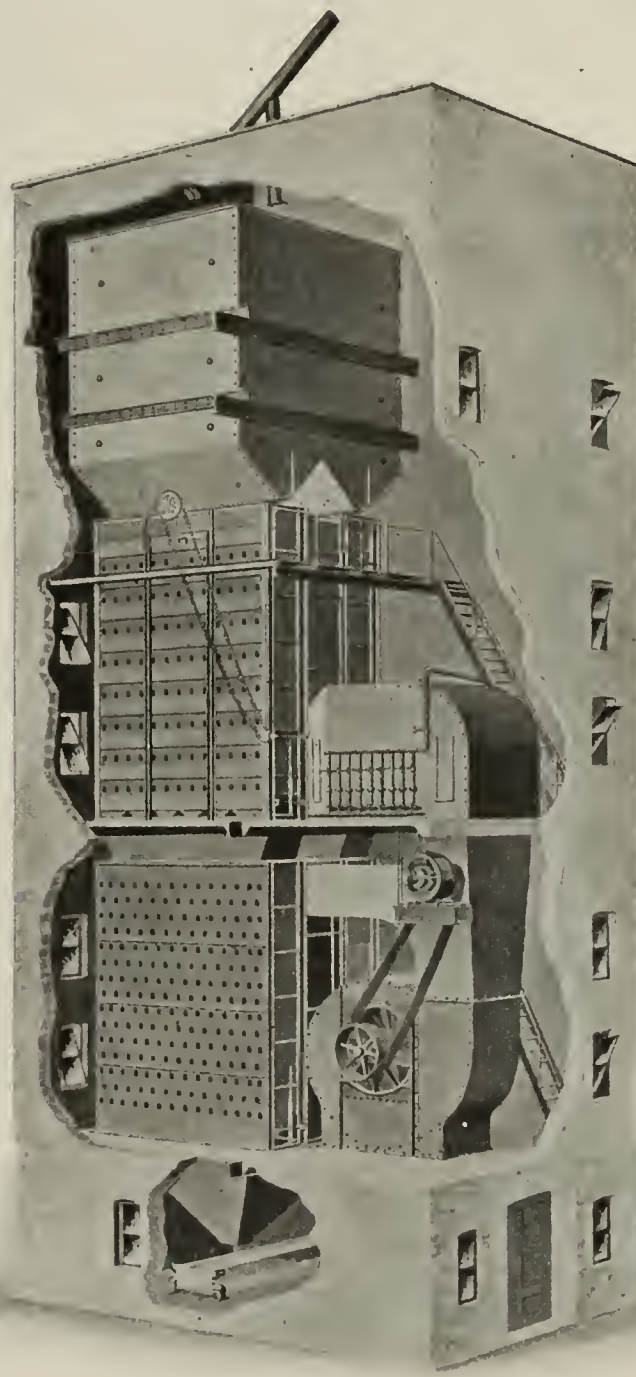
The prominent feature of the Missouri agricultural exhibit at the Panama-Pacific Exposition is a corn tower fifty feet high and topped with a corn belt. This exhibit will occupy an area of 60x60 feet.

SALVAGE GRAIN MADE GOOD

The possibilities of utilizing salvage and other damp and apparently spoiled grain, have only been realized for the past few years, since efficient grain driers have appeared on the market. But now the most remarkable results are obtained in recovering grain which before was thrown away. When the Feavey fire occurred at Superior, Wis., about nine years ago, a great quantity of wheat was dumped into the bay with the collapsed elevator. Grain men of the widest experience declared that to salvage this grain and attempt to dry it would be a waste of time and effort, but a grain firm of the city erected a Morris Grain Drier, and for over five

be supposed that it would be economical to use it in the drier, but scientific tests have shown that the amount of saturation in the air more than counterbalances the added heat which it carries, so this air from the cooler is discharged and only dry air is taken into the drying chamber.

The drier bins are first filled preferably from a garner placed over same. After the desired amount of moisture is removed, the grain is dropped into the coolers directly underneath, and the same fan that delivers the air to the drier bins, forces the cold air through the cooler. At the same time the drying of the second batch of grain is taking place, giving ample time to cool the grain before it is necessary to remove same for the dried grain to



A SECTIONAL VIEW OF THE MORRIS GRAIN DRIER

months pumped the water soaked wheat out of the water and dried it so successfully that, except for the slight loss in weight, it was as good at the end of the operation as at the beginning. The full color of the wheat was retained throughout.

During the years that have intervened since that time many improvements have been added to the Morris Drier, and from the class of damaged grain that it has successfully handled, it would seem that no condition could exist which could not be met by this adjunct to the elevator. Moreover, the construction of the drier is so well adapted to withstand wear that the first machine which was put upon the market 14 years ago is still operating.

There are several features which mark this Drier apart from any other claiming to do the same kind of work. The heating apparatus is specially designed for the purpose and utilizes every bit of heat without waste by water change or leakage. The air is fully saturated as it leaves the drier, insuring the greatest economy in operation. The air which comes from the cooler is heated and it might

follow. If it is desired to run the grain through the driers and coolers in a continuous flow, they dry the first filling of drier and drop into coolers, then fill the drier again, holding it in place until dried, then open drier outlets fully, letting the grain descend to the coolers, then gauge the flow from bottom of cooler bins in such quantity as will properly dry and cool the grain while passing from garners through both the drier and cooler bins in a continuous flow. Where a moderate amount of moisture is to be removed, the continuous process is very successful, but where a large amount of moisture is contained in the grain, it is desirable to hold the grain at rest in driers and coolers until the excess moisture is removed. The cold air is drawn into the fan and by a simple arrangement, what cold air is needed to cool the dried grain, is delivered to the coolers, the rest of the air passes through the heater to the drier bins.

Full information concerning the drier can be obtained from the Strong-Scott Manufacturing Company, Ltd., Minneapolis, Minn., and Winnipeg, Can.



ELEVATOR AND GRAIN NEWS

EASTERN

L. A. Wheeler has purchased the grain, flour and feed business at Derry, Pa., from W. B. Gilson.

A grain elevator and feed store has been completed at Vandergrift, Pa., by the Ekin Brothers.

The Flushing Grain & Hay Company expects to erect a concrete grain and mill elevator at Flushing, N. Y.

H. N. Fuller & Co., grain dealers, were recently incorporated at Albany, N. Y., by E. J. Briel, E. H. Monthio, G. E. Armstrong, with capital of \$10,000.

A. M. Metzendorf of Perth Amboy, N. J., expects to remodel his grain establishment at that city. He will install elevating equipment and storage bins, also feed machinery.

Work on the Western Maryland Railway Company's new elevator at Baltimore, Md., has been commenced by James Stewart & Co., of Chicago, to whom the contract was given.

H. G. Nostrand, M. S. and D. S. Wood incorporated the Wood & Nostrand Company to deal in grain, cereals and flour at Farmingdale, N. Y. The capital of the company is \$25,000.

A grain and flour supply firm was granted a state charter, capitalized with \$10,000, at Robindale, a new mining town near Johnstown, Pa. Among those interested are: George K. Kline, Alan M. Weaver, F. Custer, Earl B. Robinson, Ray J. Kuntz and Albert W. Walters.

The Superior Elevator at Buffalo, N. Y., which was designed and erected by the Monarch Engineering Company of that city, is now in operation. The elevator has a capacity of 1,500,000 bushels. It is equipped with a movable marine tower which has a capacity of unloading from boats at the rate of 25,000 bushels per hour. The tower is mounted on twenty pairs of car wheels and is self-propelling, so that it can be moved to any point along the dock. The elevator is also equipped with a sweeper system, collecting the dust from all floors and delivering it to a dust packer, a pneumatic ticket apparatus, running hot and cold water and electric stoves. The structure is of concrete supported by piles driven in the rock, and the machines throughout are driven by electricity.

ILLINOIS

Bader & Co. have leased the Tucker Elevator Company's elevator at Walnut Grove, Ill.

Robert Strong has succeeded Alvin Kaminky in the elevator and grain business at Earlville, Ill.

Almost all the necessary capital stock has been subscribed for a new grain elevator at Luther, Ill.

The capital stock of the Atkinson Farmers' Grain Company, Atkinson, Ill., has been increased from \$15,000 to \$20,000.

The capital stock of the Farmers' Elevator Company at Atkinson, Ill., has been increased from \$15,000 to \$20,000.

The Ridgefarm Farmers' Elevator Company of Ridgefarm, Ill., expects to either buy or build an elevator at Quaker, Ind.

Plans are being made for the construction of a new grain elevator about three and one-half miles south of Rock Falls, Ill.

The Brocton Elevator Company, Brocton, Ill., has recently bought the elevator of H. H. Wright at Payne, Ill., for \$7,000.

Wm. Schumacher, of Elwood, Ill., has sold his elevator at Romeo (Lockport P. O.), Ill., to the Farmers' Grain Company.

The Farmers' Elevator Company of Harmon, Ill., is building a new office building in connection with its elevator at that place.

Burglars broke into the office of Plagge Brothers & Co., at Lake Zurich, Ill., and escaped with \$400, after blowing open the safe.

The elevator of J. H. Fahey, Woodvale (Monmouth P. O.), Ill., has been sold to the Little York Grain Company of Little York.

John C. Koehn, formerly of Salem, Ill., has purchased the elevator of J. C. Roe at Hayes, Ill., trading in his elevator at Filson.

The Farmers' Grain Company, of Esmond, Ill., has been incorporated by William H. Ashelford, C. H. Batty and George Barnes with capital stock

amounting to \$15,000, to sell and deal in grain, flour, feed and building materials.

The Gifford Elevator Company will build an office 18x30 feet with a 12-foot scale shed on one side of the building, at Gifford, Ill.

Work has been started on the new elevator to be constructed at Kewanee, Ill., by the recently incorporated Farmers' Elevator Company.

The Farmers' Elevator Company, of Kasbeer, Ill., contemplates installing a new scale, and may also put in a drier and an automatic loader.

A 7,000-bushel elevator will be established near Martin, Ill., on the Illinois Traction Railroad by the Township Line Grain Company of Evans (P. O. Lincoln).

Vita B. Hamrick has bought the grain elevator at Wyand, Ill., from Con Brown. B. M. Heaton will be associated with Mr. Hamrick in conducting the elevator.

A 7,000-bushel elevator will be constructed on the interurban line crossing just south of Martin Stop, near Wapella, Ill., by the Evans & Wilmert Elevator Company.

The Farmers' Elevator at La Hogue, Ill., was purchased for \$10,500 at auction by Patrick Ryan. The elevator will be repaired extensively before it is opened for business.

Preparations are being made to erect cribs and a warehouse on the land recently purchased by the Forest City Grain Company, Forest City, Ill., from the Brunin Lumber Company.

At the annual meeting of the Elliott Elevator Company, Elliott, Ill., Jas. Larson and Frank Helmicks were elected directors for three years, and a 20 per cent dividend was declared.

James H. Hamilton, George A. Smith and Mabel L. Hamilton are the incorporators of the Smith-Hamilton Grain Company of Bloomington, Ill. The capital stock of the company amounts to \$10,000.

A new grain elevator is to be built on the "Q" road near Havana, Ill., by John A. McCreary of Mason City. The elevator will be completed before July 1, 1915, and will have a capacity of 40,000 bushels.

Brown Munro was re-elected director and Addie Schwindaman was elected to fill the vacancy made by the resignation of Frank Holler at a meeting held by the Churchill Elevator Company of Dimmick, Ill.

The Corzine Grain Company intends to increase the capacity of its elevator at Stonington, Ill. It has just installed type registering scales and is constructing an office 20x28 feet and a large feed warehouse.

The Farmers' Grain Company, of Beecher, Ill., was formed recently by Fred Brands, William Wehling, William Rump to deal in grain, hay, coal and feed. The capital stock of the company amounts to \$12,000.

R. D. Wright, Edward H. Trabue, Fred Dodson and Lewis H. Rafferty are the incorporators of the Farmers' Elevator Company of Wrights, Ill. The company is capitalized at \$5,000 and will buy and sell grain, feed and coal.

A new elevator with a capacity of 65,000 bushels covering a space of 38x38 feet and standing 90 feet high, is being built at Washburn, Ill., by Moschel & Robbins. The equipment will include a motor-driven 18-horsepower gasoline engine.

Arthur Relf, William Brookman and Fred Weittig were elected directors of the Joliet Grain Company at the annual meeting which was held recently at Joliet, Ill. The net profit of the company for the past year from March 1, 1914, aggregated \$6,076.01.

The elevator at Allenville, Ill., a station on the I. C. R. R. not far from Mattoon, owned by Morris & Stone, has been sold to J. B. Tabor of Sullivan, Ill. The elevator is one of the most modern steam power elevators in Illinois, and handles about 200,000 bushels per year.

The Sauer Milling Company, of Evansville, Ill., is rushing the construction of a 75,000-bushel reinforced concrete elevator, which is being built by the Macdonald Engineering Company of Chicago. The elevator building is designed to receive and ship all the grain used by the company in its grain and milling business. It will be equipped with

scale dump, receiving leg, automatic scales, two elevator legs for turning and transferring operations, car shovels, cleaning machines, conveyors and transfer spouts. The building is to be finished and ready for operation about the middle of June.

A net gain of 37 per cent was reported at the meeting of the Kerrick Grain Company of Kerrick, Ill. Of this, 30 per cent was paid to the stockholders and the remaining sum added to the surplus account. Messrs. Lanz, Straub and Raycraft were elected directors for three years.

The Saunemin Elevator Company of Saunemin, Ill., has built a new office building in connection with its elevator. The earnings of the company for the past year were 12 per cent, but only 6 per cent dividend was declared, the remainder of the money, amounting to \$1,150, being used for the erection of the office building.

Miesenhelder Brothers, Palestine, Ill., have contracted with Macdonald Engineering Company of Chicago for the erection of a modern reinforced concrete elevator and mill building. Work is now under way and it is expected to have the plant in operation by the first of July. There will be installed a 50-barrel "Midget" Marvel Mill, and the elevator will have a storage capacity of 25,000 bushels. The contractors believe this to be the first thoroughly fireproof complete "Midget" Marvel Mill that has been constructed in this country and the erection of a building of this kind is expected to point the way to many similar structures throughout the country.

MINNESOTA AND WISCONSIN

The Wells Milling Company expects to build an elevator at Wells, Minn.

The farmers of New Germany, Minn., are planning to organize a farmers' elevator company.

The Oakfield Elevator Company of Oakfield, Wis., has increased its capital from \$6,000 to \$16,000.

Hill & Jones, of Dousman, Wis., have sold their elevator to Wm. J. Kummrow, of Summit, Wis.

The Farmers' Elevator Company's elevator at Canton, Minn., was sold at auction recently for \$1,225.

A 500,000-bushel wheat storage elevator will be erected at Winona, Minn., by the Bay State Milling Company.

A new grain elevator is to be constructed at Barrett, Minn., by the Farmers' Elevator Company of that place.

The elevator and feed mill at Hollandale, Wis., formerly belonging to Frank Bohan, has been purchased by C. H. Riley.

The Hendricks Co-operative Elevator Company has purchased the Jennison Brothers' local elevator at Hendricks, Minn.

A farmers' co-operative company has been organized at Watertown, Minn., and will build a new elevator there in the near future.

An addition is to be built to the elevator of the Norman County Elevator Company, Ada, Minn., which is to have a capacity of 30,000 bushels.

An elevator company has been organized at Iitchfield, Minn., which will either build or buy an elevator for the use of the farmers in that vicinity.

It is reported that the farmers of Paynesville, Minn., are planning to purchase the elevator which they sold last year to the Cargill Elevator Company.

The Cannon Valley Milling Company has completed its new elevator at Cannon Falls, Minn., and expects to build additional steel tanks this Spring.

The Farmers' Elevator Company of St. Charles, Minn., has been reorganized and will conduct its business hereafter under the name of the St. Charles Elevator Company.

The Monarch Elevator at Fisher, Minn., was torn down not long ago and the lumber sent to Carthage Junction, where it will be used for the construction of a new building to be built by the Monarch Company.

John P. Coffey is making some improvements on his elevator at Luverne, Minn. A new pit has been built in the basement, the storage capacity has been enlarged, and the capacity of the elevators carrying the grain to the cleaning machinery has been dou-

bled. Up-to-date rope elevating machinery has been installed and will be run by electric power. Concrete foundations have been put in to reinforce the pit.

The grain elevator belonging to the Farmers' Mutual Benefit & Trading Company, of Brooklyn, Wis., is to be wrecked in the near future. The building was erected in 1882.

The elevator belonging to and operated by Hubbard & Palmer of Vernon Center, Minn., is being wrecked and plans are being made for the erection of a more modern structure.

The grain elevator at Willmar, Minn., has been torn down recently and the lumber shipped to Dakota. The elevator has not been used for more than a few months during the past 12 years.

The Farmers' Elevator Company of Barneviller will build a modern elevator at Baker, Minn., during the summer. It also expects to establish an elevator at Downer, Minn., to be ready for the season's crops.

The Farmers' Elevator Company, recently incorporated at Shakopee, Minn., has bought the P. V. Elevator, located on the C., St. P., M. & O. Ry. It will repair the elevator throughout and install new machinery.

The Utica Grain Company has been formed at Utica, Minn., to deal in grains, seeds, flour, feed and fuel. The officers of the company are: William G. Sackreiter, president; J. J. McCarthy, vice-president; J. J. Campbell, secretary and treasurer.

With a capital stock of \$15,000, the Farmers' Elevator Company was formed at Magnolia, Minn. The officers of the company are: President, W. H. Williams; vice-president, Manuel Cross; treasurer, A. T. Palmer; D. E. Connelly, manager of the business.

OHIO, INDIANA AND MICHIGAN

John S. McDonald is building an addition to his elevator at New Albany, Ind.

Jess Winkler has bought the elevator at Rushville, Ind., from C. W. Hinkle.

H. Bennader has sold out his elevator at Lodi, Ohio, to the Lodi Elevator Company.

The Winslow Milling Company is planning the erection of a grain elevator at Winslow, Ind.

A fireproof elevator is to be constructed at Defiance, Ohio, by the Farmers' Co-operative Company.

The contract has been let for its new elevator at Cincinnati, Ohio, by the Early & Daniel Company.

Robbers blew up the safe of the grain elevator at Roachdale, Ind., recently and escaped with but \$13.

S. G. Sheller of Dayton, Ohio, has bought the elevator owned by A. J. Hawk & Sons at Rockford, Ohio.

The Mesick Grain Company was recently incorporated at Mesick, Mich., with capital stock of \$15,000.

With a capital stock of \$2,000, the Peoples' Elevator Company has been organized at Mount Forest, Mich.

G. A. Benz of Agosta, Ohio, has purchased the elevator at Mingo, Ohio, and has taken charge of the same.

Frank A. Wright has purchased the elevator and mill formerly belonging to Badgley & Riley at Metamora, Ind.

The Trenton Grain & Elevator Company was recently incorporated at Monroe, Mich., with capital amounting to \$10,000.

The North Elevator of the Clinton Grain & Feed Company, Clinton, Ind., is to be overhauled and new machinery installed.

The Gleaner Society of Lapeer, Mich., contemplates the organization of a co-operative company to erect an elevator and mill.

F. A. Harwood & Co. are erecting a new elevator at Plainwell, Mich., which will have a capacity of 6,000 bushels when completed.

Capitalized at \$30,000, the Farmers' Co-operative Buying & Selling Association of Marshall, Mich., has been organized to build an elevator.

The elevator belonging to the Burke Elevator Company at Craigville, Ind., which was burned in February, will be rebuilt in the near future.

The Wm. Nading Grain Company of Lewis Creek, Ind., has completed its new elevator which replaces the one that was destroyed by fire last fall.

The William Eesley Company has been organized at West College Corner, Ind., capitalized with \$30,000, to operate grain elevators. The directors of the company are: Wm. Eesley, Thaddeus B. Bates and C. Eesley.

The Mikado Elevator Company of Mikado, Mich., is changing its warehouse into an elevator and is installing a new engine, feed mill, scales and other equipment. The elevator will have a capacity of 6,000 bushels. The officers of the company are: President, K. P. Kimball; vice-president, L. R. Mar-

tindale; secretary, treasurer and general manager, J. E. Martindale.

The firms of Jordan & Evans and Kirkpatrick Brothers, both grain dealers of Raub, Ind., have been combined and will operate as Kirkpatrick & Jordan.

J. B. Miller, J. A. Brickley and M. E. Miller have formed the Miller & Brickley Grain Company, Uniondale, Ind., with capital stock of \$9,000 to deal in grain.

A second set of grain conveyors will be added to the 23 steel tanks of the East Side Iron Elevator Company at Toledo, Ohio. The additional expense will be about \$10,000.

The John Long elevator at Napoleon, Ohio, was recently purchased by the Okolona Grain & Stock Company. The capital stock of the company was increased from \$12,000 to \$25,000.

The Orleans Mill & Elevator Company operates a 80-barrel mill and an elevator with capacity of 25,000 bushels at Orleans, Ind. The company is making plans to raise its elevator 10 feet and overhaul the entire structure.

The Tippecanoe Milling Company of Tippecanoe City, Ohio, has increased its capital stock from \$25,000 to \$35,000 and has purchased the elevator at Brown Station (Rex P. O.), which formerly belonged to J. A. Brubaker.

The directors of the Connell-Anderson Grain Company are T. J. Connell, Albert Anderson and Wm. H. Kelley. This company was recently organized at Milton, Ind., with \$24,000 capital stock to deal in grain and operate elevators.

The Garrison Grain Company of North Grove, Ind., controlled principally by Geidel & Leubin of Pittsburgh, Pa., has sold its elevator to the North Grove Grain Company, who will operate it. The elevator has a capacity of 30,000 bushels.

The Morrow Grain Company has placed conveyors and automatic scales in its elevator at Wabash, Ind. The company's elevator at Rich Valley is being equipped with a five-ton wagon scale, the dump there is being lowered and a new office being built.

The recently incorporated Farmers Grain & Coal Company of St. Louis Crossing, Ind., has purchased the elevator of Meyers & Nading. The company is capitalized with \$7,000 and has C. N. Hager as president, Lewis Aiken, vice-president; J. W. Dodd, treasurer, and Wylie Anderson, secretary.

WESTERN

A farmers' elevator will be erected at Reed Point, Mont., in the near future.

T. J. Larson and T. B. Bomboy have engaged in the grain and feed business at Cut Bank, Mont.

A large elevator to cover a space of about 50x200 feet will be built at Roy, N. M., by J. J. Berry.

The Roundup Elevator Company expects to erect a 30,000 bushel elevator at Gage, Mont., in the near future.

The Menard Mercantile Company will build a grain elevator at the Dry Creek terminal near Sedan, Mont.

Ben Grote has made plans to build a 125,000-bushel elevator, costing \$25,000, on his ranch at Eureka Flat, Wash.

The Meridian Elevator & Mill Company of Meridian, Idaho, has installed a feed grinder in its warehouse at that place.

The Farmers Union Co-operative Elevator & Supply Company are planning the erection of a new elevator at Longmont, Colo.

The equipment of the new 15,000-bushel elevator now being built by the Stratton Equity Exchange, Stratton, Colo., will include a cleaner, feed grinder, scales, etc.

S. C. Armstrong, G. L. Campbell, W. W. Richardson and J. T. Billum have incorporated the Milwaukee Elevator Company of Tacoma, Wash., capitalized with \$50,000.

An elevator and warehouse, 50x100 feet, on a concrete foundation, with 30 feet grain bins on the second floor, is being built at Hillsboro, Ore., by C. B. Buchanan & Co.

The Webster Manufacturing Company's machinery is being used throughout the new Port Commissioner's elevator now in course of construction at Seattle, Wash.

At a recent stockholders' meeting of the Waverly Grain Company, Waverly, Wash., a dividend of 10 per cent was declared. The company has handled \$25,000 worth of grain during the past year.

An addition consisting of 4 concrete tanks, 20 feet in diameter, and 40 feet high, and an interstice bin with a total capacity of 43,000 bushels is being erected by George G. Robinson at Lehi, Utah.

Two wheat elevators, one at Myers, Colo., on the Union Pacific Railway, the other at Wiggins, Colo., on the Chicago, Burlington & Quincy, are being built by the Crescent Mill & Elevator Com-

pany of Denver, Colo. Both will be of crib construction covered with iron, and the capacity of each will be 15,000 bushels.

F. S. Warren, senior member of the Sterling Elevator & Grain Company, Sterling, Colo., has purchased Henry T. Sutherland's interests in the firm and the stock of the company is now solely held by Warren & Hotz.

W. W. Haight, superintendent of the Montana Central Elevator Company, Great Falls, recently announced that a new grain elevator would be established at Columbus, Mont. The elevator will have a capacity of 40,000 bushels and will be 32x32 feet, with an average height of about 50 feet.

Announcement has been made that the Fort Collins Milling & Elevator Company will build a new elevator at Harmony, Colo. The Northern Colorado Elevator Company will operate the elevator. The structure will be about 110x150 feet and will be equipped with scales and coal bins. Automatic weighing and hopper devices will be installed, wagon scales and dumps will be provided for the incoming grain and a set of rolls will be placed in the building to chop feed for the farmers.

SOUTHERN AND SOUTHWESTERN

Plans are being made for the establishing of a grain elevator at Union Springs, Ala.

It has been reported that A. J. Martin will construct a new elevator at Augusta, Ga.

A grain storage warehouse is being erected at La Grange, Ky., by Roberts & Roberts.

Repairs are being made on the elevator at Marshall, Okla., by the Eastern Elevator Company.

George F. Milbourn has let the contract for extensive repairs on his elevator at Fairland, Okla.

Plans are being made for the construction of a grain elevator at Marked Tree, Ark., by E. Ritter.

A grain elevator to cost approximately \$30,000 is to be erected at Maysville, Ky., by J. S. Everett & Co.

J. W. Moberly & Son have sold their elevator at Blackwell, Okla., to Elmer Gingrich and Al Syllender.

The Westbrook Grain & Commission Company of Pine Bluff, Ark., has built a new office adjoining its warehouse.

A 150-horsepower Corliss engine is to be installed by the Jackson Mill & Elevator Company of Jackson, Texas.

The business men of Florence, S. C., are discussing the possibilities of establishing a grain elevator at that place.

The Pettit Grain Company of Hutchinson, Kan., has contracted for the erection of an elevator at Hooker, Okla.

The Newellton Elevator Company of Newellton, La., is contemplating the erection of a new elevator at that place.

A complete dust collecting system will be installed by the J. W. Zaring Grain & Mill Company of Richmond, Ky.

An additional grain storage warehouse will be erected at Sharpsburg, Ky., by the Sharpsburg Milling Company.

H. A. Dutschke is constructing a 15,000-bushel elevator to be equipped with up-to-date machinery at Stephensport, Ky.

The Shultz Grain Company has been incorporated at Hitchcock, Okla., by J. M., W. F. and M. Shultz, capitalized at \$2,000.

The Cookville Roller Mills, Cookville, Tenn., contemplates the erection of an elevator with a capacity of 5,000 bushels.

An additional grain storage of steel tank construction is to be erected by the Canadian Mill & Elevator Company of El Reno, Okla.

The Public Belt Commission is making plans whereby bonds will be issued for the erection of public grain elevators at New Orleans, La.

A 15,000-bushel elevator is to be established at Germantown, Tenn., by the Germantown Grain Company. The buildings will be 35x160 feet.

E. E. Rinker of Ellinwood, Kan., has bought the elevator of Newcomer & Delozier at Adair, Okla., and is getting it ready for the coming season.

The Frederick Grain Company has sold its elevators at Frederick and Loveland, Okla., to the Wichita Mill & Elevator Company, Wichita Falls, Texas.

The Gerty Mill & Elevator Company has been organized at Gerty, Okla., recently, capitalized with \$5,000. The organizers of the company are: D. M. Rogers, Stuart; J. G. Ingram, T. A. Ogee and C. C. Martin of Gerty.

The Wabash Elevator Company has elevated the plant which formerly was operated by the Farmers' Elevator Company at Uniontown, Ky., several feet above the high water level and has moved part of the corn granaries to the upper elevator. It has

also made extensive improvements on its various warehouses.

Another large grain elevator is to be erected by the Victoria Milling Company at Victoria, Texas, near where the company's other two elevators are located.

Charles W. Hammond, Ed. Leonard and Oscar Ekstrom have formed the Farmers' Elevator Company of Kremlin, Okla. The capital stock amounts to \$5,000.

The Deer Creek Elevator Company of Deer Creek, Okla., which operated several elevators throughout Oklahoma, moved its principal office to Oklahoma City on April 1.

Construction work has been started on the new elevator which is being erected at Texhoma, Okla. The elevator will have a capacity of 40,000 bushels and will be 170 feet in length.

A. M. Payne, S. L. Atchley, J. S. Adams, E. E. Conner and W. D. Hardin have organized the Sevierville Grain & Feed Company at Sevierville, Tenn., with capital stock of \$10,000.

The Miami Flour & Feed Company of Miami, Okla., expects to overhaul its elevator, install new cleaner, corn scourer and meal purifier, new sheller, manlift and various other modern equipment.

W. N. Littlejohn is president; J. M. Caldwell, vice-president; C. W. Crosno, secretary and treasurer of the newly organized Sequoyah Fruit, Grain & Truck Growers' Association of Sallisaw, Okla.

The Farmers' Union Agency Company of Winston-Salem, N. C., is planning the construction of a new building to cost about \$12,000. A grain elevator will be installed which alone will cost \$7,000.

The C. B. Cozart Grain Company, Panhandle, Texas, expects to construct a 15,000-bushel grain elevator. The company has also purchased the elevator at Glazier, Texas, from the Barkmeyer Grain Company.

C. W. Sublette, J. F. Johnson and C. L. Girdner, have organized an elevator company at Glazier, Texas, and have already commenced work on a new mill and elevator, both of which will be of large capacity and equipped with the latest machinery.

The Webster Manufacturing Company of Tiffin, Ohio, furnished the casings and machinery recently installed by the Kentucky Public Elevator Company in its elevator at Louisville, Ky. The elevator company also installed a new elevator leg and drive in the working house.

IOWA

Greig & Zeeman expect to erect a grain elevator at Sibley, Iowa.

M. J. Conry expects to build a new elevator at Ayshire, Iowa, this Spring.

C. W. McCaustland has sold his grain business at Lorah, Iowa, to A. L. Burnham.

The Brooklyn Lumber & Grain Company will erect an elevator at Brooklyn, Iowa.

The Hubbards, formerly of Paton, expect to open a grain office at Mason City, Iowa.

The grain business at Gladstone, Iowa, has been purchased from O. Kaeberle & Co. by M. C. Rucker.

G. J. Stewart & Co. have constructed an additional warehouse to their elevator at Chariton, Iowa.

J. G. Schreck and W. B. Loeltz, of Manning, Iowa, have purchased the elevator at Dedham, Iowa.

A. N. Denier, of New Alpin, has bought the grain, coal and ice business at Fayette, Iowa, from C. E. Gillin.

The elevator property of the Mediapolis Realty Company, Mediapolis, Iowa, has been leased to I. J. Todd.

The grain business of C. W. North, deceased, at Cherokee, Iowa, has been purchased by Weart & Lysaght.

Joseph Revel, Jr., has bought the interest of John Broulik in the firm of F. J. Krob & Co., at Ely, Iowa.

The Farmers' Elevator Company, of Stanhope, Iowa, is installing a new 15-horsepower engine in its elevator.

The elevator of the Jos. Olsen estate has been bought by the Brinton Grain & Coal Company of Ellsworth, Iowa.

Messrs. A. A. and E. W. Cook have purchased the elevator at Moran, Iowa, and will operate it in the near future.

The Pocahontas Grain Company has constructed a new office building in addition to its elevator at Pocahontas, Iowa.

Ground has been purchased at Ida Grove, Iowa, for the new farmers' elevator to be erected there in the near future.

The Farmers' Elevator Company, of Manson, Iowa, contemplates the erection of a new fire-proof office building, which will be 12x24 feet, and

which will have a covered scale on one side of the building.

A new office and feed storage building is being constructed for the Western Elevator Company at Webster City, Iowa.

W. C. Yiesley now operates the elevator formerly owned by the King-Wilder Grain Company at Van Horne, Iowa.

A new elevator is to be built at West Bend, Iowa, by the farmers of that place. The company is capitalized at \$10,000.

It has been reported that prominent business men of St. Louis, Mo., are planning to build an elevator at Rome, Iowa.

A contract has been let by the L. J. Butler Elevator Company for a 25,000-bushel, steel clad elevator at Sioux Rapids, Iowa.

A temporary organization was recently formed at Meriden, Iowa, to either buy or build a new grain elevator at that place.

C. C. Miller has purchased the elevator of J. K. Hartman at Clearfield, Iowa, and will operate it as the Clearfield Grain Company.

The elevator and live stock business of Van Orsdol & Co., at Rowley, Iowa, has been purchased by Finnegan & Stary of Olin, Iowa.

P. P. Miner, formerly connected with the Neola Elevator Company, Jefferson, Iowa, has bought an elevator at Highland Center, Iowa.

The Wagner Grain Company has purchased the elevator at Ankeny, Iowa, formerly owned by the B. A. Lockwood Grain Company Estate.

The grain business of Erickson & Rasmussen, Crystal Lake, Iowa, has been purchased by the Hubbard Grain Company of Paton, Iowa.

E. E. Billings has purchased the business of the Leibsohn Grain Company and has leased the Fronning elevator at Grundy Center, Iowa.

The farmers in the vicinity of Packard, Iowa, have organized to erect an elevator at that place. The capital stock of the company is \$4,000.

The Farmers' Grain Company of Charter Oak, Iowa, plans to wreck its coal sheds and construct new ones on concrete foundation with concrete floors.

Improvements are to be made and the latest machinery installed in the elevator at Paton, Iowa, owned and operated by the Clark-Brown Grain Company.

The Hubbard Grain Company, Paton, Iowa, has sold its grain elevator, coal, live stock and building material business to Messrs. Huey and Sells of Humboldt.

L. J. Sloan has purchased the elevator of the insolvent Lockwood Grain Company at Gilbert, Iowa, which was controlled by the Central Iowa Grain Company, for \$6,500.

The Coin Lumber & Grain Company has been formed at Coin, Iowa, by John H. Roll and W. M. Lingo, to deal in grain, fuel, etc. The capital of the company amounts to \$25,000.

The rebuilding of the Brinton & Lakin Elevator at Ellsworth, Iowa, has been started. The driveway will be lowered, new gas engine purchased and a general overhauling given to the elevator.

A. Streit, Ashton, Iowa, has sold his grain and coal business to the Farmers' Elevator Company. This company will install two oil control dumps, and large out-weighing scale in new house.

L. W. Wheeler has installed a new motor in his elevator at Lehigh, Iowa. The motor is of larger horsepower than needed, which will enable it to take care of additional machinery when installed.

The Updike Grain Company, Rolfe, Iowa, has constructed a new grain elevator to take the place of the one destroyed by fire last Winter. The new elevator has the latest improvements and is modern in every respect.

Jacob Ohde and P. A. Martens, who formerly conducted a grain and coal business at Manning, Iowa, have dissolved partnership, and the property and all obligations of the firm have been assumed by Jacob Ohde.

A new elevator, 24x34 feet, and 61 feet high, is to be erected at Audubon, Iowa, by the Johnson Grain Company. The new building will be equipped with manlift, automatic scales and other up-to-date devices. A detached office and engine room will also be built.

The Morse Grain & Lumber Company has been incorporated at Iowa City, Iowa, with Oscar Casey, president; M. M. Casey, vice-president; O. L. Casey, secretary; Gertrude Casey, treasurer. The company is capitalized at \$25,000 and will do a general buying and selling business in grain and lumber.

Stock amounting to \$100,000 has been subscribed for in the Central Iowa Grain Company of Ames, Iowa, which was formed to take over the holdings of the bankrupt B. A. Lockwood Grain Company. The company intends to complete its organization and then sell off the various elevators as rapidly as

possible. A co-operative company will be incorporated to operate the plant at Ames.

MISSOURI, KANSAS AND NEBRASKA

A new elevator has been built at Ford, Kan.

Fred Oeser has constructed a new elevator at Clifton, Kan.

Gowell & Shacklett are building a new elevator at Dresden, Mo.

H. R. Arnold is installing a car loader in his elevator at Albert, Kan.

E. A. Miller and C. A. Hilbert have bought the elevator at Corning, Kan.

W. C. Evans has bought and will operate the elevator at Union Star, Mo.

The Sheldon Elevator at Everest, Kan., is to be operated by W. W. Young.

The Farmers' Grain Company succeeds J. E. Fonda & Co., at Genoa, Neb.

W. E. Coleman contemplates the erection of a new elevator at Bunceton, Mo.

Wm. Pollock has sold his elevator at Sturgeon, Mo., to C. W. Glynn of Vandalia.

A concrete elevator is to be built at St. George, Kan., by Wm. and Edward Dalton.

L. Ellermeier contemplates remodeling and enlarging his elevator at Swanton, Neb.

Lewis Nispel has purchased the elevator at Swanton, Neb., from A. H. Chaldupka.

The Ketels Elevator, Germantown, Neb., has been purchased by Chas. Bock and Wm. Voss.

Plans are being made by Sam Gamble of Liberal, Kan., to erect an elevator at Elkhart, Kan.

The recently organized Farmers' Elevator Company will erect an elevator at Stafford, Kan.

A farmers' elevator company is being formed at Jasper, Mo., to build an elevator at that place.

The Bethany Elevator Company is making plans for the erection of an elevator at Bethany, Mo.

Eph. Rhodes has bought out the interest of Mr. York in the elevator business at Auburn, Neb.

A 10,000-bushel elevator will be built at Hugoton, Kan., by the H. B. Wheaton Grain Company.

The Duff Grain Company will build an up-to-date elevator at Washington, Neb., in the near future.

The Higginsville Milling Company expects to erect an addition to its elevator at Higginsville, Mo.

A 20,000-bushel elevator is being erected at Kanapolis, Kan., by the Farmers' Union of that place.

The contract for a 10,000-bushel elevator for Cook & DeBord at Maitland, Mo., has been awarded.

The Lebanon Grain Company has purchased the elevator at Lebanon, Kan., from S. W. Jackson & Co.

New machinery has been installed in the Farmers' Elevator Company's elevator at Nickerson, Neb.

Farmers in the vicinity of Tamora, Neb., have subscribed about \$6,000 for an elevator to be erected there.

A new grain elevator is to be erected at Moran, Kan., in the near future by the Moran Grain Company.

The Farmers' Elevator Company, of Unadilla, Neb., will install a wagon scale and also registering scale.

A farmers' elevator company has been formed at Stromsburg, Neb., to build an elevator at that place.

The Bushton Grain & Supply Company, of Bush-ton, Kan., is equipping its elevator with a new car loader.

The Western L. S. Mercantile & Power Company of Ossawatimie, Kan., will remodel its 25,000-bushel elevator.

A concrete storage bin addition to the elevator at Corder, Mo., is being contemplated by A. C. Frerking.

The Butler County Milling Company is about to start the building of its grain elevator at Poplar Bluff, Mo.

A new warehouse is to be built by the Farmers' Elevator Company adjoining its elevator at Fairview, Kan.

The Hines Grain Company's elevator at Ceresco, Neb., has been purchased by the Farmers' Union of that town.

The National Mills have let a contract for a modern 10,000-bushel elevator to be constructed at Parsons, Kan.

C. Clinton Adams expects to install a new wagon dump and a larger elevating leg in his elevator at Winfield, Kan.

The Farmers' Union of Cuming County, Neb., has bought the grain and lumber business of the Nye-Schneider-Fowler Company of Westpoint, Neb. The consideration was \$18,000. The new company is to operate under the name of the Farmers' Co-

operative Company of Westpoint and will have capital of \$75,000.

The Frederick Grain Company of St. Joseph has awarded the contract for an elevator at Camden Point, Mo.

The interest of H. Eddy in the elevator at Cameron, Mo., has been bought by the W. H. Seaton Grain Company.

Four hundred acres of improved land were traded by C. H. Murray for the elevator of J. R. Sparling at Iantha, Mo.

A new elevator is to be established at Carthage, Mo., by a stock company recently organized by the farmers in that vicinity.

The property of the Owen Grain & Milling Company, at Brunswick, Mo., has been purchased by J. W. and A. J. Simpson.

H. Thomas has let a contract for a 15,000-bushel addition to his elevator, which was built about two years ago at Osborne, Kan.

A 10,000-bushel elevator is to be constructed at Canton, Kan., on the Santa Fe line by the Farmers' Grain & Supply Company.

A contract for a 40,000-bushel elevator to be built at Concordia, Mo., has been let by the Concordia Mill & Elevator Company.

J. B. Wright will be the manager of the O. A. Talbott Grain Company, which intends to build an elevator near Wheeling, Mo.

The elevator belonging to Wm. McIntosh at Danville, Kan., has a capacity of 4,000 bushels and is located on the Santa Fe road.

A corrugated sheet iron warehouse 20x40 feet is being erected at Blue Rapids, Kan., by the Farmers' Live Stock & Grain Company.

Three elevators will be built by Grampse & Kimmel, of Oskaloosa, Kan., to be located at Grantville, Medina, and Newman, Kan.

A contract has been given for the erection of a 15,000-bushel elevator at Chester, Neb., by the Citizens' Lumber & Supply Company.

The Turon Mill & Elevator Company of Turon, Kan., has moved its offices to the First National Bank Building of Hutchinson, Kan.

James Terryberry, E. Pautch and others have organized the Farmers' Elevator Company of Louisville, Neb., with capital stock of \$6,500.

F. H. Tuck is president and F. W. Sewell, secretary of the new company which will build a 20,000-bushel elevator at Houstonia, Mo.

The Farmers' Elevator Company is planning to tear down its old plant at Langdon, Kan., and erect a 25,000-bushel elevator in its place.

The Kinsley Grain & Lumber Company, of Kinsley, Kan., has increased its capital stock to \$15,000 and will establish an elevator this Spring.

A new elevator is to be constructed by F. E. Michaels, at Scranton, Kan., replacing the one which was destroyed by fire some time ago.

The firm of Bousfield & Reed, grain dealers of Auburn, Neb., has been dissolved, the entire business having been purchased by Mr. Bousfield.

It is reported that the Farmers' Elevator at Harvard, Neb., has gone into bankruptcy because of the inadequate storage facilities of the plant.

Six concrete tanks with a capacity of 125,000 bushels will be built in addition to the plant of the Hunter Milling Company, Wellington, Kan.

The Farmers' Elevator Company of Silver Creek, Neb., purchased the Omaha Elevator recently and therefore will not build as was reported in the last issue.

Bids have been asked for by the Roseland Grain & Supply Company for the erection of a new elevator at Roseland, Neb., with a capacity of 20,000 bushels.

The elevator of the P. B. Mann-Anchor Company, Belden, Neb., has been leased by John McQuillan and he intends to repair it as soon as the weather permits.

The Farmers' Elevator Company, Davey, Neb., of which Ole G. Larson is president and J. M. Hanson, secretary, is making plans to build an elevator at that place.

Geo. Heaton has bought out the property of the Shiflett, Bingman & Pitts Grain & L. S. Company and will operate the elevator sheds and yards at Wheeling, Mo.

The contract has been awarded by the Derby Grain Company of Topeka, Kan., for the erection of an elevator at Alma. The new elevator is to be built on the site of the one which recently collapsed.

The Rea-Patterson Milling Company, of Coffeyville, Kan., will erect a large modern fireproof grain elevator of 350,000 bushels capacity. It will be equipped with a full line of rapid handling machinery, both for milling and general grain business. The contract has been awarded to the Macdonald Engineering Company of Chicago, and work

is now under way with a view to having the plant completed and in operation by June, for the coming crop.

The Farmers' Elevator Company of Silex, Mo., has been incorporated by C. B. Duncan, Benjamin Hudson and R. C. Chandler with a capital of \$15,000.

Louis E. Mann will continue in the grain and coal business, although he has sold his lumber yards and sheds to the Creighton Lumber Company, of Creighton, Neb.

The Motalo Farmers' Grain & Supply Company, which was recently formed with capital stock amounting to \$10,000, will erect an elevator at Motala, Neb. (mail from Minden, Minn.).

Geo. F. Hancock has purchased O. F. Hooper's interest in the elevator of the Hooper & Hancock Grain Company, Paradise, Kan., and will hereafter operate the business under his own name.

The Rea-Page Milling Company, of Marshall, Mo., is erecting a 50,000-bushel annex storage for its mill, in reinforced concrete. The new storage will contain six square bins and will receive its supply from and be operated in connection with the company's present elevator. The Macdonald Engineering Company of Chicago now has the work under way and intends to have it turned over to the owners ready for business by the middle of May. This company has also awarded the Macdonald Engineering Company a contract for the erection of a first class modern country elevator in reinforced concrete, to be erected at Napton, Mo. There will be a storage capacity of 50,000 bushels, provided in circular bins, and machinery equipment for unloading cars, receiving from farmers' wagons, weighing, shipping, transferring and cleaning. The work will be done by a gasoline engine and the elevator will be ready for operation by June 1.

THE DAKOTAS

A farmers' elevator is to be constructed at Winner, S. D.

The farmers of Alkabo, N. D., are planning to build an elevator at that place.

E. W. Meinhardt has installed an automatic scale in his elevator at Balfour, N. D.

The farmers in the vicinity of Milbank, S. D., have organized to build an elevator.

Plans are being made for the building of a new grain elevator at Marstonmoor, N. D.

A grain elevator is being constructed at Willow City, N. D., by the farmers of that section.

Seeman & Krueger have bought the Smith & Culbertson elevators at Linton and Temvik, S. D.

The Ohlsen Brothers have purchased the elevator and coal sheds of C. F. Corkhill at Hurley, S. D.

The Farmers' Elevator Company of Faulkton, S. D., has recently been organized with capital amounting to \$10,000.

The elevator of the Regent Grain Company, New England, N. D., which was destroyed by fire last year, is being rebuilt.

The Buford Farmers' Grain & Mercantile Company of Buford, N. D., has been organized with capital stock of \$10,000.

The Menno Farmers' Elevator Company has been incorporated at Menno, S. D., to operate a grain business in that vicinity.

The farmers in the vicinity of Parkins (mail St. Anthony), N. D., contemplate the erection of a grain elevator at that place.

The Rugby Elevator Company is now operating the plant formerly operated by the Williston Milling Company at Williston, N. D.

An addition with a capacity of about 70,000 bushels is to be built by the Weaver Farmers' Elevator Company to their plant at Weaver, N. D.

Work has been started on a new elevator to be erected at Anderson, S. D., by the elevator company. The elevator will be completed before the 1st of May.

A grain elevator is being established at Grenville, S. D., by Frank, Ben, Joe and John Block. They will also conduct a coal and feed business and grind feed.

John M. Hofer contemplates the building of an elevator and feed store on the site of the old Bridgewater Milling Company's plant, which he recently bought, at Bridgewater, S. D.

Plans are being made for the organization of a new company to be known as the Munster Equity Elevator Company at Munster, N. D. The company will either build or buy an elevator at Munster.

J. D. Duer has started work on his new 12,000-bushel cribbed elevator at Nisland, S. D. It is to be covered with metal and equipped with a cleaner, man-lift, hopper scale, 12-horsepower oil engine and Rowsler Feed Mill.

The Sanish Farmers' Elevator Company, Sanish (mail Amanda), N. D., was incorporated recently with George O. Reineke, president; J. W. George,

Van Hook, treasurer; S. D. Safford, Van Hook, secretary. The capital of the company is \$10,000.

The Farmers' Equity Company of Carson, N. D., has recently purchased the Occident Elevator Company's plant at that place.

E. Blankenburg has bought the elevator which he formerly leased from the E. P. Bacon Company at Henry, S. D. He has reshingled it and expects to install an up-to-date feed mill there soon, and handle grain, coal, flour and feed.

CANADIAN

The Weist Grain Company's Elevator at Carlstadt, Alta., will be rebuilt this spring at a cost of about \$8,000.

The Harbor Commissioners of Montreal, Quebec, Can., have decided to increase the capacity of the No. 1 Elevator from 2,500,000 to 4,000,000 bushels.

A new elevator will be erected at Wagrath, Alta., by the Ellison Milling Company of Lethbridge to replace the one which was burned down last year.

The Board of Trade of Owen Sound, Ont., has decided to build a new elevator, the capacity of which will be approximately 500,000 bushels. The Board intends to apply to the Town Council for \$20,000 for the erection of this structure.

A HUSTLING HOOSIER HOUSE

Freeland Park, Ind., escaped the jurisdiction of the Illinois Utilities Commission by about two miles. Modesty forbade a report of the population



W. J. LADD & CO.'S ELEVATOR, FREELAND PARK, IND.

of the town in the gazetteers, but on the freight lists of the Chicago and Eastern Illinois Railroad Freeland Park is of considerable importance. This is due largely to the grain handled by W. J. Ladd & Co.

The elevator of the firm is one of the best of its size in the state. It was built about 12 years ago and has been kept up to date in equipment and service ever since. The house has a capacity of 100,000 bushels of grain and additional crib storage for about 10,000 bushels of corn. Each year the elevator handles in the neighborhood of 250,000 bushels of grain for the prosperous farmers of Benton county.

The house has two driveways and three dumps, each with an elevator stand. From the cupola the grain is discharged into any one of the 17 bins, ready for shipment on the track which is close by. The office contains two rooms, nicely fitted out. The power is derived from a steam plant housed in a separate brick building, and every detail is planned carefully for the convenience of customers and management. The firm is made up of W. J. Ladd, W. M. Harman and John B. Gordon.

Broomhall reports that no country has purchased its requirements of grain and that the next two months will see some large orders placed in this country, as the Argentine shipments are disappointing and India's quota remains conjectural.

Reports from Western Canada indicate that an early Spring is to be expected and that an unprecedented acreage of wheat will be sown. In spite of the poor crops of the Dominion last year, many farmers found Spring wheat a profitable crop and the high prices are a great stimulus to expansion.

ASSOCIATIONS

THE CONVENTION CALENDAR

April 16 and 17—Western Grain Dealers' Association at Omaha, Neb.
May 12 and 13—Illinois Grain Dealers' Association at Champaign, Ill.
May 18 and 19—Oklahoma Grain Dealers' Association at Oklahoma City, Okla.
May 24 and 25—Texas Grain Dealers' Association at Galveston, Texas.
June 30, July 1—Ohio Grain Dealers' Association, Cedar Point, Ohio.
July 6, 7 and 8—National Hay Association at Niagara Falls, N. Y.
October 11, 12 and 13—Grain Dealers' National Association at Peoria, Ill.

ILLINOIS DEALERS IN A NEW MEETING PLACE

The Illinois Grain Dealers' Association have a treat in store for them this year, for they will, for the first time in the history of the Association, meet at Champaign, Ill., the seat of the State University. In the past the accommodations at the University town have not been adequate to take care of the crowds which attend these meetings, particularly when they are held in the central part of the state, but in the last few years, with the tremendous growth of the school, the hotel accommodations of the city have increased to such an extent that any crowd can be taken care of in comfort.

Besides the interesting features of the program itself, which by the way has not been announced as we go to press, the University will afford wonderful attractions for the visiting delegates. Elaborate plans have been made for entertainment along the lines that grain men are most interested in. The Agricultural Department is keeping in the very first rank among the schools of the country, and exhibitions are being prepared showing some of the new work that is being done and new discoveries that have been made in recent months. This will be an educational feature which will be appreciated by every grain dealer in the state.

There will be entertainment features connected with the University of no less interest. The meeting is fortunately held at the very time that the Spring activities of the students are at their height, and some of the stunts which the dealers will see pulled off will be a revelation, and will certainly make every man wish to renew his youth so that he could participate.

The unfortunate illness of Secretary Strong this Spring has been a handicap to the Association in preparing for the meeting, but President Dewein has bent every effort toward making the meeting a success, and his enthusiasm insures a program of exceptional merit. He has appointed E. B. Hitchcock as assistant secretary during Mr. Strong's vacation in search of restored health. From a conversation held some time ago we gathered that more than the usual amount of time was going to be devoted to discussions of subjects of interest, and that every dealer would have an opportunity and be urged to take part. Almost everyone has a hobby of some kind relative to the grain trade, and if the dealers can only be induced to exploit their hobbies, information of the greatest value will undoubtedly result.

The central location of Champaign and the fine railroad facilities assure a large attendance.

SECRETARY SMILEY'S "IN MEMORIAM"

The latest bulletin mailed out by Secretary Smiley of the Kansas Grain Dealers' Association is entitled "In Memoriam," and the subject is a most fitting one, for most of the bulletin is devoted to the death of numerous bills which had been prepared for the state legislature which were aimed to be of assistance to the grain dealers of the state. In a commonwealth, devoted to such a large extent to agriculture, and particularly grain raising, as in Kansas, it is difficult to see what induced the solons at the capitol to place such a handicap on the growers and shippers of grain as they have succeeded in doing.

The Track Scale Bill was killed in the House Committee on Railroads; the fire escape amendment died in the Senate; the bill requiring the railroads to notify shippers of leaks in the car in transit expired in the House; the feeding stuffs fees were modified somewhat, but not as much as they should have been; but the worst of the lot was the House Bill 165, in relation to inspection and weighing of grain, which was passed. Of this bill Secretary Smiley says:

This bill does not become a law until its publication in the statute book, which will probably be about June 15. That this law will mean compulsory inspection of all grain, does not admit of a doubt; that it was the intention of the chief grain inspector to secure the enactment of a compulsory inspection law does not admit of a doubt; that the enforcement of this law will increase the cost of inspection to the elevator man, and producer, does not admit of a doubt; that the service rendered under this new regime will lack efficiency will not admit of a doubt; that all shippers located on the Missouri Pacific Railway in Kansas or Nebraska, as well as those located on the Burlington or St. Joe and G. I. Railway in Kansas and Nebraska, will be compelled to pay a double inspection fee on all grain sold and unloaded in Kansas City, where unloaded in an elevator on the Kansas side, does not admit of a doubt; that this law will destroy the efficient weighing bureaus of the Kansas City and Wichita Boards of Trade does not admit of a doubt. Instead of office inspection, that is now maintained in Kansas City, this law compels the shipper to accept track inspection which is admitted by all, who know anything about grain inspection, to be much inferior to office inspection. It is well known to numbers of shippers throughout the state that the deputy grain inspectors of Kansas have issued inspection certificates, making the grades 3 and 4, and upon the arrival of grain at its final destination, the grade has been raised, making it 2 and 3, resulting in a very handsome profit to the buyer, and a heavy loss to the seller. The elevator owners and operators will be compelled to accept and pay for the inspection by the state, whether it is of any value to them whatever and will also be compelled to accept certificates of weight issued by the state, which, in years past, has

been valueless. Do not let your representative convince you that he did not understand this bill. Mr. Stone, speaker of the House, Mr. Caudill of Comanche, Mr. Farr of Lincoln, and others stated on the floor of the House, that this was a compulsory inspection bill and Senator Pauley, and Senator Nighswonger, stated on the floor of the Senate that if the Senate passed this bill, they would be glad to repeal it two years hence. I have this suggestion to make for your protection:

When billing grain to points within this state, where an inspector is maintained, insert in your shipping notice, the words: Unless the contents of this car grades No. 2 or No. 3, what you expect it to grade, to notify you by wire your expense, before unloading. This will give you an opportunity to forward the grain to another destination and apply another car in place of same. It is to be regretted that the legislature of 1915 has given the interests of the grain dealers, little or no attention.

WESTERN GRAIN DEALERS MEET IN OMAHA

The meeting of the Western Grain Dealers' Association at Omaha, Neb., April 16 and 17, promises to be a most interesting one as many subjects open for discussion are of the utmost importance. The program is a great improvement to that found in most association meetings for it is not overloaded with formal addresses. In fact one of the two sessions of the meeting will be entirely devoted to general discussions of subjects which have been given out in advance so that every member can give his best thought to them and come prepared to take part in the discussions and contribute his experience toward their settlement. This plan has always commended itself to us, and it is believed that much more light can be thrown on a question when the points of view of many members are obtained than when only one person is permitted to give his testimony. The Program Committee, which was probably Secretary Wells, is to be congratulated on the excellence of the order of business.

IN THE COURTS

The Farmers' Elevator Company of Harvard, Neb., has filed a petition of bankruptcy, scheduling its liabilities at \$34,461.82 and its assets at \$10,587.82.

Samuel Charles Nutt, a flour and feed dealer of Lawrence Township, N. J., filed a petition of voluntary bankruptcy, with assets scheduled at \$1,439.26 and liabilities at \$2,210.78.

Joseph Arend, buyer for the Saskatchewan Elevator Company, Sask., is under arrest charged with embezzlement. It is claimed that he manipulated grain tickets and obtained 4,200 bushels of grain for himself.

M. Hoover has brought suit to settle partnership troubles between himself and A. S. Ashlock, of Glendale, Ky. He asks for the sale of the elevator which has been owned by the plaintiff and the defendant since June, 1912.

The McCullough Grain Company of Wichita, Kan., has won its suit against the M. P. Railway for the misrouting of the cars. The loss on the cars, which were billed to Monticello, Ind., was 5½ cents per 100 pounds.

The Campbell, Sanford, Henley Grain Company of Portland, Ore., has filed a voluntary assignment for the benefit of its creditors. The company is one of the largest operating in the Northwest and about \$50,000 is involved.

The jury brought in a verdict of not guilty in the second trial of Walter and Emory Kirwan, charged with the attempt to defraud the First National Bank of Baltimore, Md., out of \$70,000 on bogus bills of lading while trading as the Kirwan Brothers Grain Company.

The Enid Mill & Elevator Company of Oklahoma City, Okla., has filed an appeal with the Supreme Court from judgment of the District Court of Garfield County in the case wherein Ada Kester was awarded \$9,000 against the elevator company for the death of her husband.

Action has been instituted by six farmers at McCanna, N. D., against the Walland Elevator for grain which was lost in the fire that destroyed the elevator in May, 1914. Turle & Co., grain dealers, and several fire insurance companies are made joint defendants in the suit.

The suit of the Mueller Grain Company of Peoria, Ill., filed against the C. P. & St. L. Ry. for failure of the railroad to move the car to its destination at Altoona, Pa., within a reasonable length of time was up for hearing in Peoria on March 10. The railroad made the excuse that the Dayton flood of two years ago delayed the car, but the plaintiffs proved that the shipment should have reached its destination long before the flood occurred. The

grain company was awarded \$160 on a previous trial and the case is now being heard on appeal.

A verdict for \$900 damages was rendered by the jury in the Circuit Court of Jacksonville, Fla., in the suit of L. F. Miller vs. Stringfellow-Doty Company, in favor of L. F. Miller. The plaintiff alleged that he had been forced to pay more for his grain than was stated in the contract.

Suit has been brought against the receivers for the Chicago & Eastern Illinois Railway Company, William J. Jackson and Edwin Winters, by the Henderson Elevator, Henderson, Ky., for \$500 damages said to have been done to several cars of shelled corn shipped over the lines of this railway company.

Judgment for \$3,997.72 was awarded to J. W. Lobart of McVie, N. D., against the Minnesota Elevator Company. The defendant company bought the elevators of J. W. Lobart at McVie and Warwick and the judgment covers the value of grain and lumber left with the company when it bought the elevators in 1908.

The rapid jump in wheat prices is the basis of the suit filed by Paul Kuhn & Co., against August Kroeger, Jr., Indianapolis, Ind. The plaintiffs claim that the defendant offered to sell 600 bushels of wheat to them at \$1.25 per bushel and then later sold the wheat to another firm for \$1.50 per bushel. A judgment of \$200 is asked for.

Norris & Co., grain dealers of Chicago, Ill., filed a suit in the Circuit Court recently against the H. Weiner Company, Antwerp, Belgium, seeking recovery of a \$4,000 loss which was incurred when the foreign firm failed to purchase the 200,000 bushels of wheat ordered before the hostilities in Europe began. The H. Weiner Company claims that it cancelled the order after the war started and cabled its Chicago representatives to withhold payment.

The Lonsdale Grain Company of Kansas City, Mo., was given judgment for the amount of its claim against the E. A. Wales Milling Company, Harper, Kan., which was \$8,262.56. The defendant company sold the plaintiff several lots of wheat for 10 and 20 day shipment in July, the time of the last shipment to be the latter part of August. The company failed to make shipment saying that the embargo placed against Gulf ports made it impossible to do so. The embargo was caused by the inability to load ships at Gulf ports and that inability was caused by the war and this, they claimed, released them from the contract. After the judgment was given the defendant company filed a petition of bankruptcy with liabilities scheduled at \$19,014 and the assets at \$16,000.

HAY, STRAW AND FEED

M. L. Douglas has opened a feed store at Manhattan, Kan.

Fred Newton has started a feed store at Gurdon, Ark.

A new feed store has been opened at Albion, Ill., by Shaw & Snidle.

D. T. Jones has purchased the feed store of J. N. Bleigh at Calumet, Okla.

W. T. Townes bought the feed store of J. R. Smith at McKenzie, Tenn.

F. H. Gordon & Co. will conduct a feed and coal business at Richmond, Ky.

C. W. Bailey has sold his feed business at Wilton, Iowa, to A. C. Houvenagle.

A feed and produce house has been opened by J. H. Jaynes at Lindsay, Okla.

C. R. Halley and Rollo McClellan will open a feed store at Anaheim, Cal.

A feed store has been established at Weatherford, Okla., by W. E. Galloway.

I. C. Ware has purchased the feed business at Clifton, Kan., from A. H. Yoey.

I. J. Freed of Middleburg, Pa., has started a feed and flour business at that place.

The feed business at Woodlawn, Iowa, has been sold to Gus Macklan by E. Lents.

Wengert & Son's feed store at Onawa, Iowa, has been bought by J. E. Paley of St. Paul.

Frank Eberly has succeeded J. R. Miller's Sons in the feed business at Shiremanstown, Pa.

J. P. Thompson and Fred Bower succeed George Douglas in the feed business at Onawa, Iowa.

The feed and flour business at Lorimor, Iowa, has been sold to Fred K. Chandler of St. Joseph, Mo.

Roy T. Allen has succeeded B. F. Hall & Co. in the feed and flour business at Gouverneur, N. Y.

The Osceola Mill & Elevator Company of Marine Mills, Minn., has opened a feed store at that town.

The Mercantile Grocery Company, Luverne, Minn., has established a feed store there recently.

Sam Krafick has purchased the feed and flour business from the Western Flour Company of Charleroi, Pa.

A. N. Denier of New Alpin, Iowa, has bought the grain, feed and coal business at Fayette, Iowa, from C. E. Gillin.

The feed and flour business of Walter Seyfried at Nazareth, Pa., has been purchased by Milton Lindenmoyer.

The Davis Grain & Feed Company has been incorporated at American Falls, Idaho, with a capital stock of \$30,000.

C. R. Dubia of Great Barrington, Mass., bought the feed business at Brookfield, Conn., from Peterson, Birge & Co.

W. J. Kinney has purchased the Selah Feed & Grain Company at Selah, Wash., and deals in feed, grain and seeds.

Incorporation papers were granted the Gambrill-Thomas Company of Hagerstown, Ind., to deal in feeds and grain.

A wholesale and retail feed and grain store has been opened at Ashdown, Ark., by H. G. Anderson and J. H. Embry.

N. F. Christensen of Webster City, Iowa, has sold his feed store to O. S. & W. G. Winters of Mason City, Iowa.

The feed, grain and coal business at Fort Collins, Colo., has been purchased by J. M. Towner from Ray N. Littler.

The McDonnell Hay & Grain Company, Montreal, Que., Ltd., has taken out a charter with a capitalization of \$50,000.

James L. Carroll is expecting to open up a feed and flour business at Chester, Mass., in connection with his coal business.

A. E. Rison and Harvey Dudley will conduct a hay, grain and feed business at Paris, Tenn., under the firm name of Rison & Dudley.

The feed business of Laugh Brothers, Dennison, Mich., has been purchased by Louis H. Peck, who will continue it under the management of R. M. Webb.

The Bridgeville Supply Company, a new hay and grain firm of Bridgeville, Pa., was granted a state charter recently. The capitalization of the firm is \$5,000. The men interested in the organization of this company were: William W. Walker and Frank

C. Link, Pittsburgh, and A. Ross McKown, Bridgeville.

The Lyons Milling Company of Lyons, Kan., recently established a flour and feed store at Independence, with Jack Lacey in charge.

The Milwaukee Hay Company has been organized at Milwaukee, Wis., by C. W. Lawrence, formerly hay man for the Franke Grain Company.

The feed store at North Crandon, Wis., which formerly belonged to W. H. Ferguson, has been purchased by John Masbaum of that place.

Plans for two warehouses, one to be 57x17 feet and the other 68x40 feet, have been received by the H. Weber Company, feed dealers of Cincinnati, Ohio.

L. C. Meyers will take possession of the feed and flour business at Verona Station, N. Y., which he recently purchased from White, Patrick & Meyers, on May 1.

J. A. Lyon and R. L. Galloway, owner of the Ideal Roller Mills of Falmouth, Ky., have entered into a partnership agreement to handle feed, flour, salt and other lines.

The Dyckman Brothers Company, Stamford, N. Y., has been incorporated to deal in hay and feed, by H. A. Dyckman and S. I. Brown of Stamford and Robert Dyckman of Sidney.

Eurgars broke into the office of Frank A. Ratterman, hay and grain dealer at Louisville, Ky., and after blowing up the safe with nitroglycerine, escaped with a small amount of money.

Mr. Crawford has retired from the firm of Forgrave & Crawford, proprietors of the Soo Flour & Feed store, Sault Ste. Marie, Mich. The business will be conducted in the future by Thomas Forgrave.

The Panther City Grain Company has erected a warehouse 50x130 feet at Fort Worth, Texas. It has also installed a plant for the manufacture of molasses feed. The capacity of the plant is 200 sacks per hour.

Robbers rifled the safe of the Los Angeles Hay Storage Company, Los Angeles, Cal., recently and escaped with 100 checks signed by the president of the firm and \$1,800 in notes and a small amount of currency, the insurance papers and the books of the firm.

CHICAGO HAY MARKET

The Chicago hay market can be summed up in a very few words. Everything in the way of feeding hay a ready sale and at prices that mean a profit to the shipper. There is an especially good demand for No. 2 Timothy, No. 3 Timothy and all kinds of mixed hay.

The better grades in good demand here although most of the offerings are being taken by outside buyers who are overbidding the local buyer.

A good demand now for all kinds of prairie both upland and Marsh Feeding. Good Marsh Feeding in demand.

Alfalfa market at a standstill as there are no arrivals. Arrivals of straw moderate but fully equal to the demand.—Albert Miller & Co. market letter, April 12.

AN OPINION ON HAY

The receipts of hay as usual continue to be light on both sides of the river. The market remains pretty bare and strong in prices. We believe, however, that present figures are about as high as the hay will go. Look for good market all this week. Good time to put your hay on the market.

Clover hay and heavy clover mixed hay continue in good demand at strong figures.

Alfalfa hay is some easier under more liberal receipts and under only fair demand. High grades are selling well. Medium grades are somewhat neglected. Likely to go lower.

Prairie market continues strong, especially for choice and high No. 1 free and clean from weeds. The medium and low grades are steady, offerings some larger. Straw dull and hard to place.—Toberman, Mackey & Co., St. Louis, Mo. From market report April 12.

ST. LOUIS HAY MARKET

The market for hay at St. Louis, Mo., was reported by Martin Mullally Commission Company for week ending April 12 as follows:

"Receipts of hay during the past week were light, being 201 cars, compared with 138 the preceding week and 263 the week before, and our hay market ruled firm, with an urgent demand for all grades of timothy and clover mixed at stronger prices. The movement of hay here was very free and the market kept well cleaned up right along and is practically bare of all grades at the close today. Pure clover hay is in scant offerings and the demand urgent, particularly so for the best grades, which are selling up to \$20 per ton, and the market is in good condition for fresh arrivals of all kinds of tame hay. We advise prompt shipments.

"Prairie hay is in scant offerings and the demand good for all grades, though the inquiry is principally for No. 1 and choice, but owing to the scarcity of the most desirable grades buyers have been taking the medium and low grades, causing a free movement, and the market is well sold up and in a good condition for fresh arrivals, and we advise prompt shipments. Shippers that have prairie hay on hand should make a special effort to get it on this market promptly, as the season is getting short for shipping old prairie before the new comes in.

"Alfalfa hay is ruling strong, with an urgent demand for all grades; receipts of alfalfa here have been very light and buyers have been taking everything offered on arrival, leaving the market well cleaned up right along. We advise prompt shipments, as we think it would be well to take advantage of the prevailing prices, which are good, and better than they will be later on."

HUFFINE & COMPANY

Wholesale

HAY

and Grain

(Members National and Kansas City Hay Dealers Association)

Established 1888.

Kansas City, Mo.

"Price and Quality Right"

DYER & CO.

Reliable HAY Merchants

Write us for delivered prices on ALFALFA

705 Live Stock Exchange, KANSAS CITY, MO.



Carlisle Commission Co.

(Established 1889)

WHOLESALE HAY AND GRAIN

736-738-746 Live Stock Exchange Building

KANSAS CITY, MISSOURI

(The World's Greatest Hay Market)

If you have Hay we want it—if you want Hay we have it. We have unequalled facilities, the largest established trade and outlet. Liberal advances on consignment. Kansas City handling charges the lowest, service the best.

GET OUR DELIVERED PRICES

OBITUARY

Frank Marek, a wholesale grain merchant of San Antonio, Texas, died recently.

Col. Frank I. Rutledge, a pioneer of the grain and flour business of Pittsburgh, Pa., passed away last month.

Nelson Hay of Hay Brothers, grain merchants of Listowel, Ont., died March 28, at the sanitarium at Battle Creek, Mich.

Heart trouble caused the death of Frank Wallace Goodale, manager for J. M. Hobart & Son, grain dealers of Detroit, Mich.

After a protracted illness, T. Lee Adams, for many years in the seed business at Kansas City, Kan., died at his home last month.

G. Raymond Seavey, of Seavey & Clark, Pittsburgh, Pa., died March 16, aged 25 years. He had been in the grain business a number of years.

Apoplexy caused the death of J. Albert Loane, prominent in the grain and feed business at Baltimore, Md. He was the head of J. K. Loane & Co.

J. B. Taggart died at Wenona, Ill., March 15, at the age of 75 years. Mr. Taggart was a retired grain dealer and was well known throughout central Illinois.

James C. Morrow of Wilmington, Del., passed away at his home last month, aged 80 years. He was a well known retired feed and flour dealer in that section of the country.

Louis Diehl, head of the firm of Adam Diehl Sons Company, grain and feed dealers of Carrick (mail to Pittsburgh), Pa., passed away at his home recently at the age of 45 years.

After an illness of almost one year, Thomas R. Ricalton, who for a long time had been interested in the grain and feed trade of New York City, passed away at his home last month.

Pneumonia caused the death of Thomas E. Snyder, a director of the Evansport Grain Company, Evansport, Ohio. He had been engaged in the grain and milling business for 25 years.

Charles H. McLaughlin, vice-president of the Empire Malt Company and formerly a prominent grain dealer of Buffalo, died at his home at Geneva, N. Y., March 22, at the age of 62 years.

Joseph C. Walker, of Joseph C. Walker & Sons Company, Philadelphia, Pa., and a member of the Commercial Exchange of Philadelphia, passed away at his home at Gap, Pa., on April 4.

Michael J. Ahearn, the oldest member of the Produce Exchange of New York City, died recently at the age of 80 years. He had been engaged in the flour, grain and warehouse business at New York for many years.

James A. Buchanan, who for many years was connected with the firm of C. E. Buchanan & Co., grain dealers of Memphis, Tenn., died last month at the age of 61 years. He is survived by his widow, two brothers and one sister.

George F. Stone, wholesale foreman for the Early Grain & Elevator Company of Amarillo, Texas, was accidentally killed by a freight train in the Santa Fe yards not long ago. He was 33 years old and is survived by his widow and one daughter.

After a long, hard struggle, B. W. Wasson, for many years interested in the grain business at Cincinnati, Ohio, and, at the time of his death, head of the firm of B. W. Wasson & Co., passed away at his home in Cincinnati. He is survived by his widow, four daughters and two sons.

Pneumonia caused the death of George Tough, for thirty years a member of the Board of Trade of Chicago, Ill. Mr. Tough was president of the Mueller & Young Grain Company. He was 60 years old and lived with his brother in Oak Park, Ill., from whose residence he was buried.

James C. Page passed away at his apartments at the Plaza Hotel, Chicago, Ill., last month. Mr. Page had been a member of the Chicago Board of Trade since 1879 and in 1905 became connected with J. A. Edwards & Co., and later with Lamson Brothers & Co. He was 58 years old and is survived by his widow.

Heart failure caused the death of Houghton G. Thomas of St. Paul, Minn., last month. Mr. Thomas was 48 years old and was manager of the Credit Clearance House of St. Paul. Formerly he was a grain man and a member of the Chamber of Commerce. In 1892 Mr. Thomas came to Minneapolis and immediately entered the grain business.

William E. Tompkins, at the age of 50 years, died at Johns Hopkins Hospital, Baltimore, Md., on April 2. He was vice-president and secretary of the R. P. Lipe Grain & Hay Company, Toledo, Ohio, and an active member of the Toledo Produce Exchange. His death was caused by an inward growing goitre from which he had suffered considerably.

FIELD SEEDS

A general seed store has been opened at Cherokee, Okla., by J. W. McDonald.

W. G. Kelly of San Jose, Ill., has constructed a new seed house at that place.

A concrete block seed warehouse, 22x64 feet, is being erected at Sidney, Ohio, by the Farmers' Grain & Milling Company.

The St. Louis Poultry Supply & Seed Company was recently organized and has leased a four-story building on North Broadway, St. Louis, Mo.

The Georgia Products Company, which was recently organized at Atlanta, Ga., plans to establish a seed store next to its present retail store on South Forsyth street, and will handle as many of the Georgia-grown seeds as is possible.

The Wamego Seed & Elevator Company of Wamego, Kan., has installed a car loader. Its plant now includes a rope drive, manlift, Richardson Automatic Scales and Eureka Cleaner. The elevator and cleaner are electrically driven.

Jack Pellowski has been arrested recently at Alma, Minn., for stealing seed grain at East Winona, Minn. It has been reported by the Burlington railroad that Pellowski disposed of three sacks of clover seed for \$40 after taking the product from one of the cars.

Hon. W. Lawrence's bill regarding grain seed in the unorganized districts of Winnipeg, Canada, passed the law amendments committee recently and was reported to the House. The amount set

present time, approximately one-fifth of the alfalfa seed used in the United States is imported.

The Turkestan seed can be readily identified by the presence of Russian knapweed seed, a chalky white seed, bearing some resemblance to seeds of the quack grass and Canadian thistle. This foreign seed is said to be practically always present in the Turkestan variety, although not in large quantities, and being somewhat larger than the latter seed, is not easily separated.

SEED TESTING IN NEW YORK

The New York Pure Seed Law is gradually effecting an improvement in the quality of seed offered for sale to the public. Last year only 17½ per cent of the samples examined failed to reach the standard set by law, as against 21 per cent of failures in 1912. The law provides protection only against foreign seeds, however, and some samples that came within the law were of low grade on account of dirt and chaff. Mixed grass seed for lawn mixtures were the poorest in quality and consumers are urged to buy pure seeds of the various kinds and mix them themselves. Alsike clover is also liable to adulteration. Of all the samples examined of alfalfa, crimson clover, millet, orchard grass, rape and vetch, not one failed to come up to standard.

The law does not fully protect the buyer, however, as in the three per cent of foreign seeds allowed in alfalfa, enough seed to sow an acre



RED CLOVER AND WEED SEEDS, NATURAL SIZE AND MAGNIFIED

aside to be used was decided upon as \$100,000 and the rate of interest was fixed at 7 per cent.

Three Yakima (Wash.) farmers have successfully completed an experiment in growing hull-less oats. The seed was obtained from China by J. A. Kilbey who, with A. Pennington and Edward McWilliams, has experimented and raised over 50 bushels of the hull-less oats. Samples have been sent to Luther Burbank and other leading agriculturists and they have pronounced them to be perfect. The yield of this oat is said to have been 50 bushels to the acre last season, and it required but 100 days from seed to harvest.

TURKESTAN ALFALFA SEED

As a result of investigations dealing with the comparative merits of various kinds of alfalfa seeds, the U. S. Department of Agriculture will issue a warning to alfalfa growers, concerning commercial Turkestan seed, in a bulletin under the caption, "Commercial Turkestan Alfalfa Seed."

Experimenters have led the investigators to conclude that the general use of the Turkestan variety in this country is not advisable, as it is quite unsuited to the humid climate of the East and not hardy enough for use in the Upper Mississippi Valley. There is, however, a marked distinction between commercial Turkestan alfalfa and the special strains of hardy alfalfas that have been developed from certain introductions of seed from Turkestan.

Although in the European market, French and Italian alfalfa seed commonly rank above the Turkestan variety, practically 95 per cent of our alfalfa seed importations in the past 12 months have come from Russian Turkestan. It is stated that at the

might contain wild mustard to grow 120,000 plants, enough of Canada thistle to give 300,000 plants, or of dodder to give 350,000 plants. Some of the common weed seeds are shown in the illustration, natural size and magnified.

WARRANTY AND LIABILITY IN SALE OF SEEDS

BY J. L. ROSENBERGER.

The weight of authority seems to be, the Court of Civil Appeals of Texas says, in *American Warehouse Company vs. Ray*, [150 Southwestern Reporter, 763], that where seeds of a certain family are sold and represented to be of a certain variety of that family, which would in their natural development produce crops of greater value than would seeds of the same family which were delivered, that the purchaser can recover not alone the difference between the value of the seeds delivered and those contracted, but the difference between the value of the crops produced from the seed delivered and the value of the crops that would have been produced from the seed contracted.

The rule would obtain whether the warranty was express or implied. "A dealer who sells an article describing it by the name of an article of commerce, the identity of which is not known to the purchaser, must understand that the latter relies upon the description as a representation by the seller that it is the thing described; and this constitutes a warranty."

In the case before the court the law implied a warranty from the representation of the seller that the seed were of a certain kind, and that implication could not be set aside by testimony of a custom and usage of trade, which was not known to the buyers. It would present a singular proposi-

tion of law if a dealer in seeds should contract to deliver one kind of seed and should actually deliver an entirely different seed, and then escape liability on his implied warranty by proof that dealers in seed had adopted a rule or custom not to be bound by any implied warranty. Such a custom would be in contravention of law and justice, and would be null and void.

COLORADO SEED CENTERS

According to James D. Marshall, of the Colorado Agricultural College, Fort Collins, Colo., the state stands in need of seed growing centers, or districts where seeds can be obtained in quantity. It has been suggested that growers and dealers having seed for sale list it with the college, stating kind, quantity, etc., and thus enable the agricultural department to refer inquirers for certain seeds to local dealers.

Such a course would make it possible for growers to secure homegrown seeds, a matter of considerable importance when acclimated seeds are necessary for best results. It is believed that with the increased development of standard varieties of grain in Colorado, together with greater population and the establishment of agriculturists throughout the state, seed centers will be available to meet local demand.

SEED TRADE-MARKS REGISTERED

The following illustrated trade-marks for seeds were registered with the Trade-Mark Bureau of the U. S. Patent Offices during the past two months: "Northland" seeds. Northup, King & Co., Min-



Ser. No. 84,379.

SEEGRO BRAND

Ser. No. 84,472.

neapolis, Minn. Filed February 8, 1915. Serial No. 84379. Published March 23, 1915. See cut.

"Seegro Brand" varieties of seeds, namely, alfalfa, clover, timothy, blue-grass, red-top, orchard-grass and millet. Wood-Beazley Seed Company, Springfield, Mo. Filed February 11, 1915. Serial No. 84472. Published March 23, 1915. See cut.

NEW METHODS FOR FUMIGATING IMPORTED SEED

A satisfactory method for destroying injurious insects in imported seed without affecting the value of the seed has been used by the United States Department of Agriculture, and is described in a new bulletin (No. 186) entitled, "A Method of Fumigating Seed." Interested individuals who apply to the Department at Washington, D. C., will be sent the bulletin.

In the new method, the infested seed is placed in a chamber in which a partial vacuum has been created. The chamber is then filled with a deadly gas—hydrocyanic acid—which penetrates more effectively into the seed, because of the previously created vacuum. It has been found that a considerably shorter exposure was necessary in using this method of fumigation than in the usual method.

Hydrocyanic acid is, of course, a most dangerous poison and should not be handled by any except those who are thoroughly familiar with it.

Grain and Seeds

GRASS SEED FOR SALE

Parties wanting Sudan grass seed, communicate with LUBBOCK GRAIN & COAL CO., Lubbock, Texas.

FOR SALE

Seed corn in the ear for good farmers, corn breeders, etc. AYE BROS., Blair, Neb. (Seed corn center of the world.)

FOR SALE

Sudan Seed "Oklahoma Grown," recleaned. Guaranteed free from Johnson Grass. 100 lbs. \$25 delivered. J. S. MASSEY, Tipton, Okla.

HAY AND GRAIN WANTED

Wheat, corn, ear corn, oats, straw, milling buckwheat, potatoes, cabbage, onions, etc. If you are a buyer of mill feeds, cotton seed meal, old process oil meal, I can save you money. C. T. HAMILTON, New Castle, Pa.

SEEDS FOR SALE

We are prepared to book your orders for the following seeds: Alfalfa, Cane, White and Yellow Maize, Kaffir, Feterita, German, Golden, Siberian, Hog Millets, in carload lots or mixed cars. We live in the heart of district where the above seeds grow. Sample sent on request. L. A. JORDAN SEED CO., Winona, Kan.

THE ILLINOIS SEED CO.
CHICAGO, ILL.

We Buy and Sell
FIELD SEEDS

Ask for Prices.

Mail Samples for Bids.

Willet's Seed Catalogue

100 pages—being a Southern Agricultural Encyclopedia, and giving the longest and best descriptions of Southern seed types ever before published. Get one.

N. L. WILLET SEED CO.,

Augusta, Ga.

OCTOBER CLOVER

Lows are generally made in April. Hazard is with the seller, owing to danger to growing crop. Investments during April have proved profitable in former years. Write for booklet giving comparative prices. Inquiries and correspondence welcomed.

SOUTHWORTH & CO.

Produce Exch. Bldg.

TOLEDO, OHIO

BUYERS and SELLERS

Medium, Alsike, White, Alfalfa, Clover, Timothy, Grasses, etc.

Mail Samples.

Ask for Prices.

Milwaukee Seed Co.

Milwaukee, Wis.



MISSOURI SEED CO.

CAR LOTS

ALFALFA, CANE, MILLET

KANSAS CITY, MO.

SEEDS

Grain, Clover and Grass Seeds,

CHAS. E. PRUNTY,

7, 9 and 11 South Main St. SAINT LOUIS

RUDY-PATRICK SEED COMPANY

N. E. Cor. Ninth and Santa Fe Sts.

KANSAS CITY, MO.

ALFALFA, MILLET AND CANE

We will be pleased to submit samples and prices upon application.

The ALBERT

DICKINSON

COMPANY

GRASS **SEEDS** FIELD

To Meet Demands Of

PURE SEED LAWS

Chicago

Minneapolis

COMMUNICATED

[We invite correspondence from everyone in any way interested in the grain trade on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

READS THE "GREEN JOURNAL" AT HOME

Editor American Grain Trade: We wish to say that the "American Grain Trade" is thoroughly good. We are glad to see it come to the office and like hundreds of other grain men, we take it home with us and read it evenings. Yours very truly,
THE MUTUAL GRAIN COMPANY.
Indianapolis, Ind. W. C. Hayward.

MUCH GOOD MATERIAL

Editor American Grain Trade: Enclosed please find check for one year's subscription to the "American Grain Trade." We have been receiving the journal for the past year, and finding there is much very good reading material in it, we wish to continue our subscription. Yours truly,
WOODWARD & COMPANY.
Calgary, Alta.

NEW FORAGE CROPS FOR THE SOUTH

Editor American Grain Trade: It is remarkable these latter days to see how quickly as advertised and exploited, new crops now go into universal use. Sudan grass will be planted in enormous quantities in the South this year. Last year it sold for \$2 a pound. This year in 100-pound lots it is being sold at 25 cents. Next year it will be sold at 14 cents or 15 cents, and since only 5 pounds is required per acre, this cheap price is bringing this superb grass, a hay grass that has no superior in the South, into great prominence.

Feterita, too, we are using now in a good way in this country. It was unknown two years ago. We are cutting it three or four times a year, and either make hay of it or are using it green. While we have used Kaffir and milo to quite an extent, my own idea is that feterita is the best proposition of the three.

Popcorn forage we are finding most excellent because it comes off here in June; and cut green with the ears in the milk it gives a world of forage, and it makes a perfect ration—the forage and the corn. Farmers are finding this to be a most excellent use for popcorn, and entirely aside from popcorn as a popping matter.

Soy beans and cowpeas mixed are being largely used for hay purposes rather than cowpeas alone. They mix about 1/3 soys and 2/3 cowpeas. Soys are upright and the vines of the cowpeas climb about them. After the forage is cut for hay purposes, the soy bushes hold up and keep from the ground the cowpea vine and thus circulation is procured and the resultant forage is much more quickly cured.

Aside from the above forage matters, I might add that the Dasheen from the Hawaiian Islands, as tried out here in the South in our damp, rich rice lands, is proving to be all that the Government has said about it. Takes seven months between frosts for the plant; but from Augusta, Ga., down to the Southern coasts, it is finding an excellent habitat, and growers have easily been getting 250 to 350 bushels per acre. Several good points about it is that the dasheen is more palatable than the Irish potato and much more nutritious, and is more productive and far more easily kept in a dry place with air circulation than is any kind of potato.

Yours truly,

Augusta, Ga.

N. L. WILLET.

TEXAS RATE CHANGES

Editor American Grain Trade: The grain and flour men of Texas are greatly interested in the proposed changes in the freight tariffs, applying on those commodities, which have been submitted to the Railroad Commission by the railroads of the State as a part means of bringing about a general increase of 15 per cent in the rates. The Railroad Commission will hear the shippers' side of the question on May 3. In a statement of the proposed changes in the tariff applying on grain and grain products the Railroad Commission says:

The proposition of this tariff involves a thorough and complete revision, both as to the rates and transit rules, as well as minimum weights.

Under present tariff, the maximum single line rates, on flour of 17½ cents, on grain and hay of 15 cents and on corn, oats, etc., of 12½ cents and 15 cents, are reached at 140 and 165 miles, respectively. Maximum joint line rate on flour is 20 cents, and on the other articles the joint is the same as the single line maxima.

Under proposed tariff, it is proposed to increase the maximum distances to 360 miles, and to increase the single and joint line maximum rates as follows: Wheat and articles taking wheat rates 20 cents, corn and articles taking corn rates 17½ cents, flour to take 2½

cents higher than wheat rates in all cases, hay and articles taking same rates 20 cents.

A list of cereal products is added to the articles taking flour rates, as are also flax, millet and sorghum seed. Also other cereal products to take 15 cents higher than flour rates. Practically all other seeds are eliminated from "grain" rates, leaving class rates to apply. Peanuts in the shell to take 15 per cent of wheat rates. All minimum weights are increased, some of them very materially.

Differentials are practically the same as in present tariff. And here it is noted that flour differentials are provided, while in another portion of the tariff it is provided that flour shall take 2½ cents higher than wheat rates. This would have the effect of making two differentials apply on flour. These flour differentials are probably provided in error.

The present provision for less than carload rates 12½ cents higher than the carload rates is omitted. The effect of this would be to make class rates apply on all less-than-carload shipments.

An entire rearrangement and revision of transit rules is asked.

All stopping-in-transit and milling-in-transit rules are consolidated.

A rule showing specifically what may be the out-bound products shipped out against each inbound article is provided, which is a good idea.

Mixed feeds are subject to transit provided they contain 80 per cent or more of articles taking wheat or corn rates. Old rules do not carry any percentage.

Transit on hay is more or less the same.

Indirect service charge is the same as at present, and the method of arriving at it is the same except that the indirect service distance can not exceed 300 miles.

Two stops, one stopping-in-transit and one milling-in-transit on all articles, provided stopping-in-transit has not already been enjoyed prior to milling-in-transit. This latter privilege is now available only on wheat, bran and shorts.

Time limit at transit points appears to be the same as at present, except that where milling-in-transit only is used the limit is not clear.

No stopover charge on corn, etc., appears to be provided for.

No minimum balance appears to be provided for.

A "percentage of loss" of 1 per cent is provided for. Present tariff does not carry same.

Recording Freight Bills.—All inbound expense bills which are to be used for transit must be recorded by the local agent within thirty days. This is new.

Provision is also made for credit tonnage slips. This practice is now followed, but there is no existing tariff rule for it.

Yours truly,

Austin, Tex.

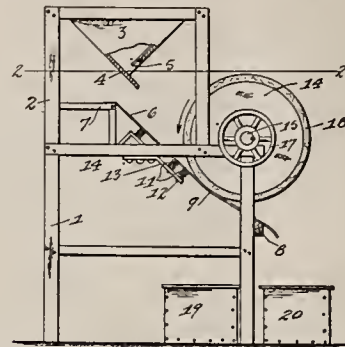
W. D. HORNADAY.

GRAIN TRADE PATENTS

Bearing Date of March 23, 1915

Seed Cleaner. David E. Skirvin, Mount Angel, Ore. Filed May 11, 1914. No. 1,133,069. See cut.

Claim: The combination in a seed separating machine with its frame and hopper, of an inclined screen member, a rotary drum operatively coacting with said

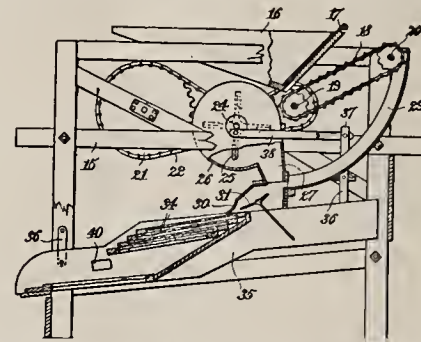


screen, a flexible covering on the drum lightly contacting with said screen, and spring supported from the frame bearing on the screen member and holding it in light frictional contact with the cover on the drum.

Bearing Date of March 16, 1915

Fanning Mill. J. Volz, Elliott, N. D. Filed May 6, 1914. No. 1,132,501. See cut.

Claim: In a fanning mill, a hopper, an inclined duct, means for transferring grain from the hopper to the upper end of the duct, and a deflecting valve support-



ed adjacent to and spaced from the discharge end of the duct to effect separation of the lighter from the heavier grades of grain, the heavier grades acquiring in transit over the duct sufficient momentum to jump

"Profitable Proposition"
For Grain Elevator

W. E. Wunderlich of Sylvan Grove, Kansas, says in a letter of Feb. 19, 1915:

"A sure nice profitable proposition to go with a grain elevator is the 'Midget' Marvel Self-Contained Roller Flour Mill. I believe," says he, "that every railroad station throughout the wheat belt will have one of these 'Midgets' before many years. The 'Midget' does all you claim for it."

"We have made a handsome profit on our investment in the 'Midget' Marvel Self-Contained Roller Flour Mill," writes the Burr Oak Mill & Elevator Co. of Burr Oak, Kansas, Jan. 13, 1915. "We are successful in meeting competition with long system mills. Certainly makes flour that pleases. Worked up fine trade and it is getting better all the time."

"The 'Midget' is certainly a world beater," writes Peterson & Peterson Mill & Elevator Co. of Osceola, Neb., Feb. 8, 1915. "We compete with best mills in State and sell

at mill door all flour we can make. Looks like we will have to increase capacity to 50 bbl. 'Midget.' We operate mill, feed grinder and elevator with oil engine."

"The 'Midget's' work is marvelous," writes Gifford Bros. of Jamestown, Kansas, Jan. 30, 1915. "Have run three years. Flour gives best satisfaction. Bakers tell us they get considerably more bread to the barrel of our flour than out of any other flour. Our only regret is we didn't buy a 50 bbl. 'Midget' instead of a 25 bbl."

"The 'Midget' is sure to make its owner good money, and is indeed a marvel," writes Sleeper Mill & Grain Co. of Abilene, Tex., Feb. 3, 1915. "We are making better flour than long process mills."

"Have had good success with 'Midget' from start," writes the Sterling Milling Co. of Sterling, Colorado, Feb. 8 1915. "Doing fine work and flour as good as any made by any big mills. Made 73,950 pounds of flour and 31,100 pounds of mixed feed in January with 25 bbl. mill."

Write today for the Anglo-American's fascinating Free book, "The Story of a Wonderful Flour Mill," plans, terms, etc. It will interest you.

Anglo-American Mill Co., Inc.

445 Fourth
StreetOwensboro,
Ky.

Here is the Elevator Plant of the Sterling Milling Co. of Sterling, Colo., who turned their waste power, waste space and labor into a good big profit, by installing a "Midget" Marvel Mill in connection.

THE AMERICAN ELEVATOR AND GRAIN TRADE

over the space between the valve and the discharge end of the duct.

Car Seal. Lee Samuel Gibson, Winnipeg, Manitoba, Canada. Filed May 25, 1914. No. 1,132,006.

Bearing Date of March 30, 1915

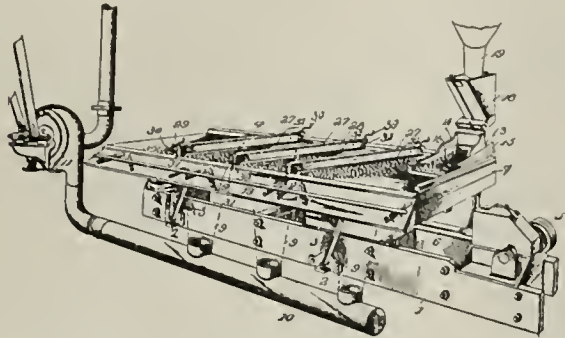
Grain Door Lock. Richard Webb Burnett, Montreal, Quebec, Canada, assignor to himself, Wilson W. Butler and Henry H. Vaughan, Montreal, Quebec, Canada. Filed November 11, 1912. No. 1,133,534.

Device for Screening Grain. George E. Aspinwall and Joe Terway, Beaulieu, Minn. Filed July 28, 1914. No. 1,133,421.

Car Seal. William C. Martineau, Albany, N. Y., assignor to Universal Car Seal and Appliance Company, Albany, N. Y., a Corporation of New York. Filed March 13, 1913. No. 1,133,303.

Process Of and Apparatus For Separating and Grading Seeds. Henry M. Sutton, Walter L. Steele and Edwin G. Steele, Dallas, Texas. Filed August 14, 1914. No. 1,133,760. See cut.

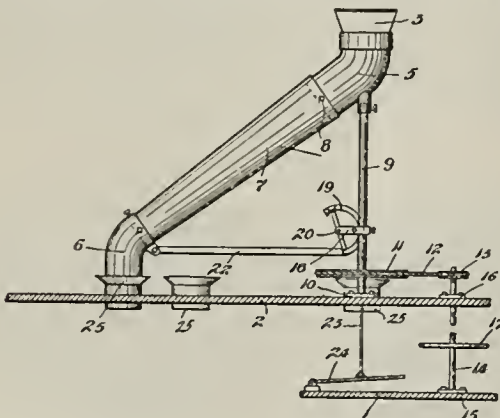
Claim: The process of separating a mass of seeds, consisting in supporting the mass upon an inclined support and imparting to said mass, a positive move-



ment across its path of travel by gravity, and repelling the substantially lighter particles of said mass in a direction opposite to the imparted movement of said articles.

Adjustable Support for Spouts and the Like. Emil A. Beyl, Minneapolis, Minn. Filed September 9, 1911. No. 1,133,529. See cut.

Claim: The combination with a tubular standard and an oblique member connected thereto and pivotally associated therewith at its upper end, for oscillatory horizontal movement with said standard, and for vertical swinging movements in respect thereto, of a crank wheel pivotally connected to and working in a



slot in said standard, a stiff link pivotally attached at one end to the lower end of said oblique member, and pivotally attached at its other end to said crank wheel at a point eccentric to its journal, and an operative cable attached to and working on the periphery of said crank wheel, and extending axially downward through said tubular standard.

Bearing Date of April 6, 1915

Feed-mixing Machine. Walter D. Nash, Atlanta, Ga., assignor to Atlanta Utility Works, East Point, Ga., a Corporation of Georgia. Filed February 5, 1913. No. 1,134,220.

For Sale

[Copy for notices under this head should reach us by the 15th of the month to insure insertion in the issue for that month.]

ELEVATORS AND MILLS

FOR SALE

We have nine elevators for sale at good North Dakota and Minnesota points. For particulars address MINNESOTA & WESTERN GRAIN CO., 1054 Chamber of Commerce, Minneapolis, Minn.

ELEVATORS AND MILLS

FOR SALE

An 80,000-bushel 25-bin steel elevator. BAY CITY RICE MILLING CO., Bay City, Texas.

FOR SALE

A 25,000-bushel grain elevator, 22 miles from Minneapolis on C. M. & St. P. Railroad, in the village of Lakeville, Minn. The elevator is in good condition, with hopper and dump scales, also a gasoline engine and ticket office. Will sell cheap. Inquire of J. J. HYNES, Rosemount, Minn.

FOR SALE OR EXCHANGE

Three Ohio elevators for sale or will exchange for improved farms or lands. These elevators are all in first class condition and doing a good business. Capacities, 35,000, 30,000, and 15,000 bushels. Owners are going to retire. McMORRAN BROS., St. Paris, Ohio.

FLOUR MILLERS ATTENTION

To be sold at auction on April 27, 1915, a flour mill of 125 barrels' daily capacity, making as fine quality of flour as can be produced. Located in the charming little city of West Point, Nebraska, in the center of the Great "Elkhorn Valley," the best grain producing district in the world. If interested, inspect it. ELKHORN VALLEY, Box 4, care "American Elevator and Grain Trade," Chicago, Ill.

FOR SALE

Nebraska elevator of 40,000 bushels' capacity, stone and cement foundation. Ten-horsepower Lawson Gasoline Engine; Barnard & Leas Separator; Richardson Automatic Scale and Howe Wagon Scale. Machinery in first-class condition. Three acres of ground. On main line Union Pacific R. R., in heart of Nebraska's wheat belt. Have other business matters to attend to. Write for particulars to F. A. KIMBROUGH, Shelton, Neb.

MACHINERY

FOR SALE

Twenty Fairbanks Scale Test Weights, in good condition. Correct seal. D. M. ORCUTT, 2217 Sixth Ave., Council Bluffs, Iowa.

FOR SALE CHEAP

Three Fairbanks-Morse Engines:—One 20 h.p. \$315; one 25 h.p. gasoline-kerosene, \$365; one 32 h.p., \$395. Other sizes and makes also. BADGER MOTOR CO., Milwaukee, Wis.

GASOLINE ENGINES FOR SALE

60 h.p. Fairbanks-Morse.
44 h.p. Fairbanks-Morse.
25 h.p. Otto.
25 h.p. Fairbanks-Morse.
15 h.p. Fairbanks-Morse.
12 h.p. Fairbanks-Morse.
6 h.p. Fairbanks-Morse.
4 h.p. Fairbanks-Morse.
Also fifty engines of varied sizes and all makes. A. H. McDONALD, 547 W. Monroe St., Chicago, Ill.

SCALE BARGAINS

Newly overhauled. Good condition. Guaranteed. Immediate shipment.

5, 8 and 10-ton Standard Wagon Scales.
6, 8 and 10-ton Fairbanks Wagon Scales.
5 and 8-ton Monarch and Howe Wagon Scales.
5-ton Pitless Scale, triple beam.
100-ton, 50-foot Track Scale, Fairbanks Rec. Beam with steel and tall dead rail stands.
2,500, 3,500 and 4,000-pound Fairbanks Dormant Scales.
2,500-pound Chicago and Buda Dormant Scales.
Standard, Fairbanks and Howe Portable Scales.
Write for low price and full information.
STANDARD SCALE CO., 1345-47 Wabash Ave., Chicago, Ill.

BAGS

FOR SALE

2,500 second-hand Cotton Wheat Bags holding 2½ bushels. Price 12½ cents f. o. b. St. Louis. Write FOELL & CO., 123 Market St., St. Louis, Mo.

FOR SALE—BURLAP BAGS OF EVERY KIND

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[Copy for notices under this head should reach us by the 15th of the month to insure insertion in the issue for that month.]

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FIRES—CASUALTIES

Fire completely destroyed the Ohde & Martin Elevator at Manning, Iowa.

R. L. Cole's office and grain house at Denton, Texas, was damaged by fire not long ago.

Fire caused a slight damage to the plant of the National Elevator Company at McVie, N. D.

Fire damaged the Vinita Elevator at Vinita, Okla., to the extent of \$10,000, partially covered by insurance.

Elevator "A," belonging to the Western Elevator Company, Manitowoc, Wis., was destroyed by fire with a \$2,000 loss.

The elevator belonging to Stacke & Kellogg, Milwaukee, Wis., was damaged by fire recently to the extent of \$1,000.

The Northwestern Elevator at Campbell, Minn., was recently completely destroyed by fire, evidently of incendiary origin.

The feed store of L. T. Phanes, 2108 Cedar Springs Road, Dallas, Texas, was damaged to the extent of \$2,000 by fire.

The W. T. Wilson Grain Company of Nacogdoches, Texas, suffered a loss of about \$10,000 when fire destroyed its warehouse.

Thirty thousand bushels of grain were destroyed when fire burned the elevator of the Winnipeg Elevator Company at Indian Head, Sask.

Fire destroyed the White & Johnson Elevator at Thayer, Kan., March 16. The loss is estimated at \$5,000, partially covered by \$3,500 insurance.

Fire, starting from the gasoline engine in the engine room, slightly damaged the elevator owned by the Farmers' Elevator Company of Dedham, Iowa.

A loss estimated to be \$65,000 was sustained by the Howard Hauks Company, Chicago, Ill., from the fire which recently totally destroyed its elevator.

The Hunting Elevator, located at Akron, Iowa, was totally destroyed by fire last month. It was a new building and the loss is estimated at about \$25,000.

The Kaufman elevator at Suring, Wis., was completely destroyed by fire. The elevator was not in use and it is supposed that the blaze was caused by tramps.

The Monarch Elevator at Glyndon, Miss., which was built in 1882, was damaged by fire to the extent of \$4,000. The fire, which was started by a hot box, consumed almost 4,000 bushels of wheat, barley and oats.

A loss of about \$2,000 was sustained when fire destroyed the feed store of R. L. Coe at Krum, Texas. The building was valued at \$500 and was not insured, but the contents of the building were insured for \$500.

Damage estimated at several thousands of dollars was done when a freight train broke a rail in switching and plunged into the Farmers' Elevator at Shelby, Neb. The three-story structure was pushed off of its foundation seven or eight feet and

the oats, wheat and corn mixed together. Pictures of the wreck are shown elsewhere in this issue.

Fire destroyed the mill and elevator belonging to the Chesbro Brothers at Attica, N. Y. The property was valued at \$150,000 and was fully covered by insurance.

Fire, thought to have been of incendiary origin, caused damages of between \$3,000 and \$5,000 to the warehouse of the Cereal Elevator Company, Sioux City, Iowa.

Fire caused, it is supposed, from a spark from a passing train, destroyed the elevator of Bernard Price, Crawfordsville, Ind. He expects to rebuild on a larger scale.

The cob house and engine room of the Stafford Grain Company, Jamestown, Ind., were wrecked when two Big 4 freight trains were derailed and crashed into the building.

The elevator of the Platte Grain Company, Cozad, Neb., was burned recently causing a loss of about \$7,000. The elevator contained almost 3,000 bushels of grain when the fire occurred.

The elevator owned and operated by Hatfield and Teter at Belle Plaine, Kan., was damaged by fire recently. The damage done is estimated at \$4,000, partially covered by \$2,000 insurance.

Fire of unknown origin partially destroyed the hay, grain, wood and coal sheds of A. H. W. Koerber at Alameda, Cal. The fire was checked after a damage of about \$2,000 had been done.

The Harbor Commissioner's elevator at Montreal, Quebec, totally destroyed by fire April 1, was insured for \$250,000. The hay destroyed was in the control of the Department of Agriculture and was fully insured.

Fire of unknown origin destroyed the three-story brick building used by A. and O. Holderman as a warehouse and feed store at Wheeling, W. Va. The damage done is estimated at \$8,000, partially covered by insurance.

A very heavy loss was sustained by the Cargill Elevator Company of Minneapolis, Minn., when fire destroyed the Montana Central Elevator at Conrad, Mont. The elevator contained about 15,000 bushels of grain and some of this was saved.

The elevator, containing about 3,000 bushels of grain, at Lexington, Neb., and owned by the Platte Grain Company, was destroyed by fire recently. The origin of the fire is unknown but the loss amounts to \$7,000, fully covered by the insurance.

Andrew Keep, 45 years old, was fatally injured recently while at work in the plant of the Calumet Grain Elevator Company, 102nd Street and the Calumet river, Chicago, Ill. His right leg was caught between two pulley ropes and he was crushed against a big iron pulley to his death.

The Coker Mill and Elevator at Slater, Mo., containing about 6,000 bushels of wheat and 1,500 bushels of corn, 20,000 sacks and other material, was damaged by fire recently, causing a loss of about \$20,000. The structure was owned by the

William Pollock Milling Company of Mexico, Mo., but was leased to A. W. and Clarence Coker.

Frank A. Stookey, employed in the Grain Growers' Warehouse, Wilbur, Wash., was seriously injured when he was caught in the drive belt in the engine room.

The Dominion Elevator at Oak River, Man., Canada, was totally destroyed by fire on March 30, together with from 12,000 to 15,000 bushels of grain. The fire started in the cupola, most likely from a hot box in the machinery, and caused the loss estimated at \$150,000.

Fire, starting from a hot box, destroyed the elevator of the Monarch Elevator Company at Carthage Junction, Minn., which contained about 45,000 bushels of wheat and 1,000 bushels of barley. The company expects to build a 30,000-bushel elevator equipped with modern machinery.

STATE POSITIONS OPEN TO ILLINOIS GRAIN MEN

The State Civil Service Commission of Illinois has announced that on Saturday, May 1, examinations will be held to fill five positions in the State Grain Inspection Department, at salaries ranging from \$125 to \$225 a month. The positions are open to any resident of the state over 25 years of age. The first is for chief grain clerk; salary \$125 to \$200; two positions in Chicago to be filled. The examination will deal with the training and experience of the applicant along lines tending to fit him for the work of the position in question, and will also touch upon the proper method of handling correspondence, keeping records, attending to general office work, and on the laws governing the inspection, warehousing and registration of grain. Second, for supervising grain inspector; two positions in Chicago and one in East St. Louis, to be filled; salary \$175 to \$225 a month. This examination will also cover the training and experience of the applicant, and after a short written examination on the duties of the position and the laws governing the grading and inspection, there will be practical tests on grading of grains.

Examinations will be held Saturday, May 1, 1915, in Anna, Carbondale, Charleston, Chicago, DeKalb, Dunning, East St. Louis, Elgin, Jacksonville, Kankakee, Lincoln, Macomb, Mt. Vernon, Normal, Peoria, Pontiac, Quincy, Rockford, Springfield, Urbana and Watertown. Write for application blanks to the State Civil Service Commission, Springfield, Ill. No application blanks for this examination will be mailed from the office of the Commission after Thursday, April 22, 1915.

A shipment of 1,000 tons of California oats was recently made to Australia, the Government of that country having made the purchase. Australia is usually on an exporting basis in oats as in wheat, but this year both cereals have been imported.

Earle Zeller, of Cooper, Iowa, won the boys' corn growers' championship by raising 139 bushels of corn on a single acre. Several boys had a larger yield, but Zeller's crop cost him only 8.7 cents a bushel and his profit was \$197.80, bringing his average higher than that of any competitor.

Boats have been moving in the Duluth harbor for about two weeks, ice breaking tugs having kept open the channel. It is expected that a way will be cut through St. Mary's River by April 20, as the ice at that point is going rapidly.

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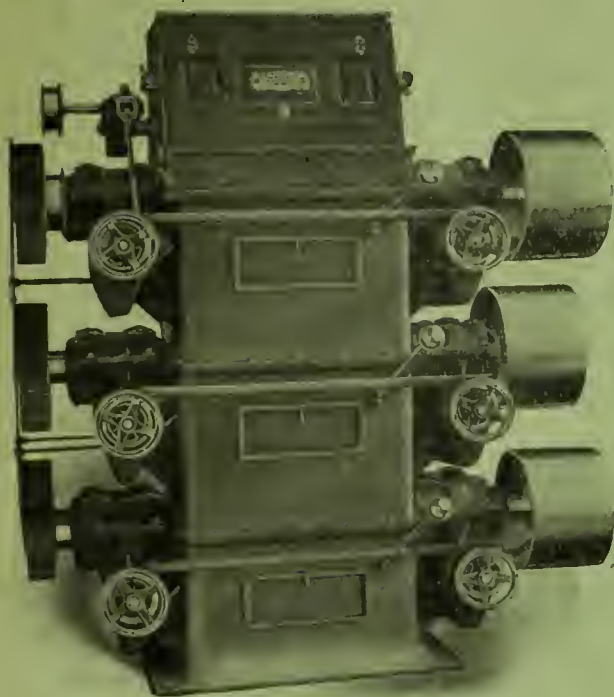
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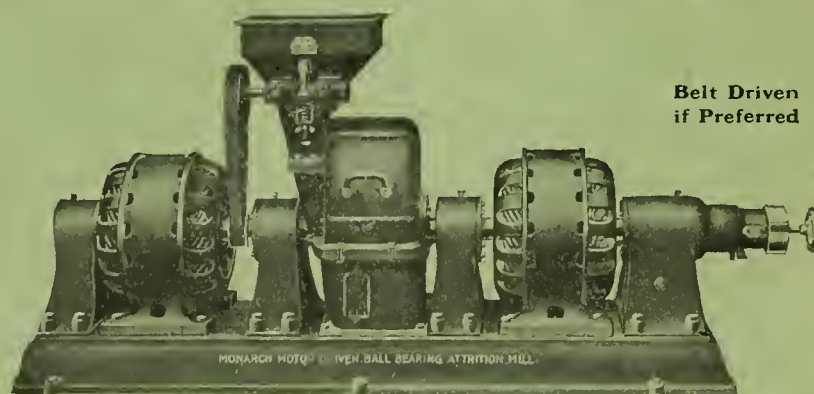
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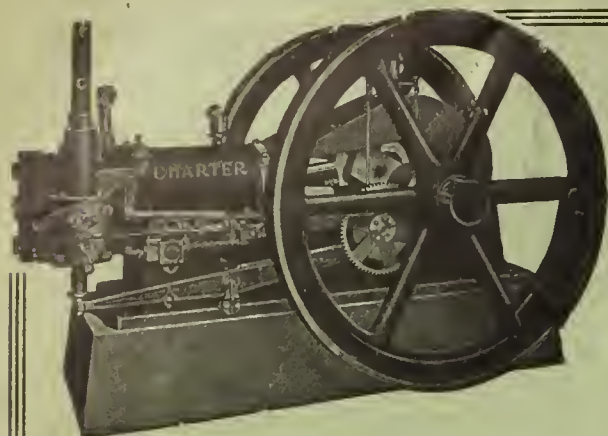
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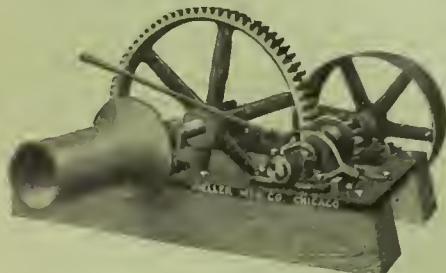
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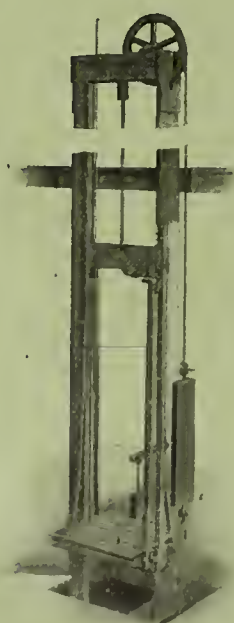
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